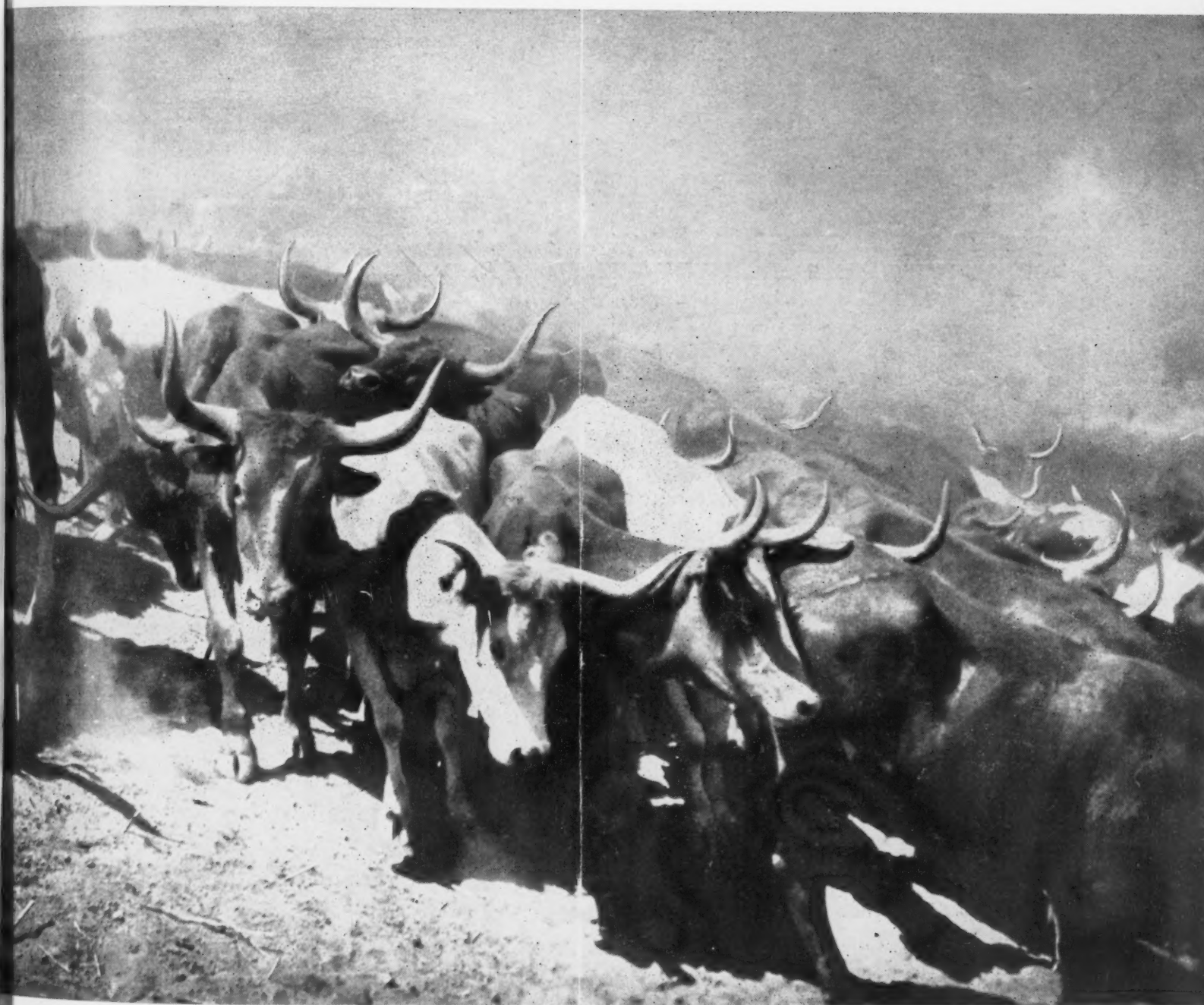


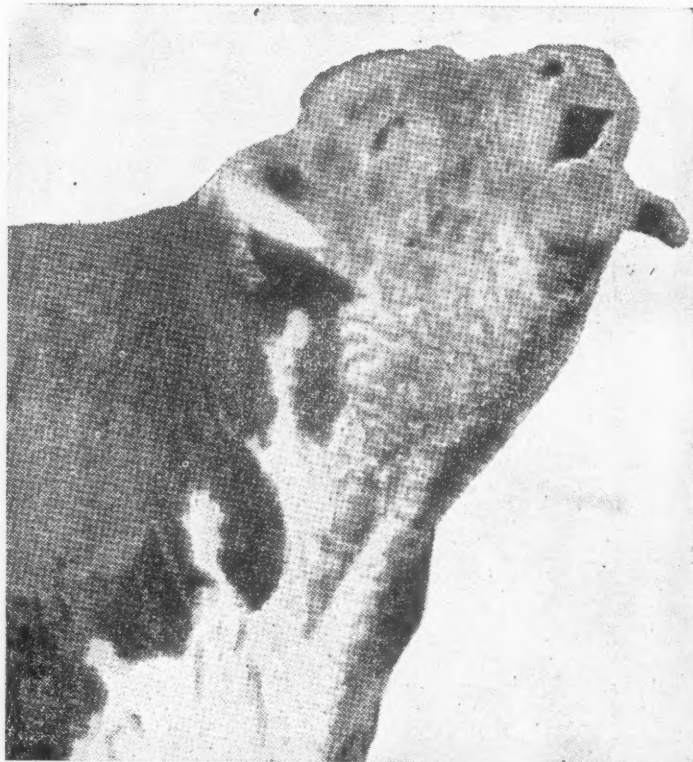
AMERICAN CATTLE PRODUCER

FEBRUARY 1940



THE NATIONAL LIVE STOCK MONTHLY

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(Published at 515 Cooper Building, Denver, Colorado, by the American National Live Stock Association Publishing Company. Entered as second-class matter June 11, 1919, at Post Office at Denver, under Act of March 3, 1879. Acceptance for mailing at special postage provided for in Section 1103, Act of October 3, 1917, authorized on September 21, 1921. Subscription price: United States, \$1.00 a year; Canadian and foreign, \$1.50.)

Volume XXI

FEBRUARY 1940

Number 9

STOCKMEN PUSH FORWARD FOR INDUSTRY'S RIGHTS

VIGOROUSLY AND AGGRESSIVELY, western cattlemen tackled the score of problems that awaited their united action at the forty-third annual convention of the American National Live Stock Association in Denver January 11-13.

What to do about them, they stated in no uncertain terms in twenty-six resolutions adopted.

To them, Public Problem No. 1 was "economy in government." Whereas, they said, spending exceeds revenues, taxes grow and are becoming staggering, national debt approaches the limit, deficits mean disaster, and much of federal appropriations comes from selfish groups, therefore Americans must place welfare of country first and combat pressure upon Congress for expenditures not vital to the public welfare.

They were willing, they said, to have the range conservation benefits go by the board to help bring the national budget into balance.

Problem No. 2 was the reciprocal trade agreements program. The act under which it functions expires June 12, 1940.

The cattlemen said they want it to expire. But if it is extended, then new pacts must be ratified by the Senate in the manner provided by the Constitution.

And they hit again at this problem by immediately delegating Secretary Mollin to the national capital to appear at congressional hearings on the question of extending the act.

One more shot was fired in defense of the domestic market for domestic producers in Resolution No. 3: They commended legislation that would suspend imports of agricultural products when those products fall to price levels under parity.

Just after noon January 11, President Hubbard Russell called the 500 cattlemen to order. Colorado's Governor Carr welcomed one and all to the city. Giving welcome also was A. A. Smith, president of the Colorado Stock Growers' and Feeders' Association and member of the executive committee of the American National. Bruce Brockett, of Rimrock, Arizona, responded to these addresses.

Mapping convention strategy are these leaders of the association seated in the secretary's office at Denver headquarters the day before the meeting. Left to right, they are: Past Presidents Charles E. Collins, Kit Carson, Colorado, and Albert K. Mitchell, Albert, New Mexico; President Hubbard Russell; Past President Henry G. Boice, Tucson, Arizona; Secretary F. E. Mollin; Vice-President Jay Taylor, Amarillo, Texas; Frank S. Boice, Sonoita, Arizona; Captain B. C. Mossman, Roswell, New Mexico; and First Vice-President J. Elmer Brock, Kaycee, Wyoming. Group photos in this article by courtesy of Record Stockman (Denver).



February, 1940



New President J. Elmer Brock

Speakers who came after appear with their papers in PRODUCER pages that follow. They appear, however, in series. This month we present speeches of President Hubbard Russell; Secretary F. E. Mollin; F. R. Carpenter, former administrator of the Taylor Grazing Act; George N. Peek, first administrator of the AAA and former special adviser to the President on foreign trade; James E. Poole, market analyst; and Harry B. Coffee, member of the House of Representatives from Nebraska.

The other talks will follow in the coming number or two. These will be by Alan F. Wilson, John Clay and Company; E. M. Brouse, superintendent of the Valentine Substation, Valentine, Nebraska; Oscar G. Mayer, president of Oscar Mayer and Company, Chicago packer; D. H. LaVoi, of the National Live Stock and Meat Board; Dr. John Lee Coulter, former member of the United States Tariff Commission; J. T. Saunders, vice-president of the Southern Pacific Lines; W. T. Cobb, beef cattle specialist, Extension Service, University of Louisiana; F. E. Messersmith, of Alliance, Nebraska, and Dr. W. J. Butler, Montana State Veterinary Surgeon.

The stockmen began the new year and decade with new President J. Elmer Brock, Kaycee, Wyoming, cattleman,



A. A. Smith responds to welcome

long and prominently connected with the association, at the helm. Into his previous vice-presidency came Frank S. Boice, of Sonoita, Arizona. Into the second vice-presidents' group was named W. H. Donald, breeder and commercial cattleman from Melville, Montana, replacing William Wright, of Deeth, Nevada. The four other vice-presidents are: Ezra K. Baer, Meeker, Colorado; Jay Taylor, Amarillo, Texas; C. J. Abbott, Hyannis, Nebraska; and A. D. Brownfield, Florida, New Mexico.

In taking over his duties, President Brock declared: "I feel that I am duty-bound to support such policies and principles as you lay down by your resolutions."

The resolutions to which he referred, adopted at close of session, we summarize in our editorial department (page 25).

PRESIDENT RUSSELL'S ANNUAL ADDRESS

FOR THE PAST TWO YEARS IT has been my privilege and pleasure to have served as your president, and in that capacity I have endeavored to keep posted on the major matters that are of concern to us as beef cattle producers and as beef cattle feeders. Although I have been active in association work for many, many years, I do not recall a single period when it has been so difficult to appraise the possibilities and to plan operations accordingly.

It is gratifying that prices have been good, but despite that showing there are existing some unusual circumstances which we cannot afford to ignore.

A great portion of the world is at war. So far it is anybody's guess as to what effect war will have on our export trade. Some lines of war materials have benefited, but the increased demand for our foodstuffs has been distinctly disappointing. I am beginning to wonder if perhaps a new breed of people has been developed that fights but does not eat.

The national budget remains unbalanced, with its continued unsettling influence. Tax increases are being urged by the President despite the fact that it is election year. Unemployment figures remain disturbingly high and recently have again taken an upward trend despite the fact that the general situation is now the best in the past decade.

I wish that I could paint a rosier picture, but I deem it my duty to suggest that with so many deterrents to normal business we must not consider the prices obtaining last fall as necessarily pointing to a continuation thereof.

The Cattle Outlook

Feed supply is sufficient and possibly above normal. So far as the prospective market supply of cattle is concerned, no oversupply of domestic cattle is in sight for the immediate future. The Bureau of Agricultural Economics estimates that the total slaughter next year, despite a rather sharp increase in cattle going into the feed-lots, will be slightly less than this year. But imports of cattle, canned beef, and other beef so far this year, all reduced to a dressed-weight basis, are running about 9 per cent of the federally inspected slaughter, and renewed efforts have recently been made to grant further tariff reductions on numerous products of the live-stock industry.

Coupled with this, the pig crop last year, of some 84,000,000 head, was the largest on record. It is estimated that hog marketings for the current marketing year (beginning October 1) will be about 47,000,000 head, as compared with 39,750,000 a year ago and 31,000,000 in the 1934-35 marketing year and an average of about 46,500,000 for the five-year period ending in 1933 (prior to the pig slaughter).

So it is evident that there is plenty of meat in sight and that as domestic slaughter increases (and it surely soon will) we will be faced with the alternative of a lower price level or a swing back to the protective tariff theory, now being discarded as rapidly as Secretary Hull can negotiate trade agreements.

Meat Advertising

Pending decisive action on this front, our thoughts turn to meat advertising as one method of avoiding a major price slump. Probably no important food commodity has had less advertising than has beef. Producers, widely scattered, have found it impractical to raise sufficient funds to promote a national advertising program. Actually we sell cattle, not beef. And under the present set-up it seems proper and equitable that the beef processors should undertake to meet the advertising of competitive foods and keep meat before the consuming public in a favorable light. In recent years the matter has been much discussed. The Institute of American Meat Packers has studied it carefully. May I urgently suggest to the directors of that organization that perhaps never before has there been

a more auspicious time for this, to us, momentous undertaking.

It is fortunate that there is ready to hand, in the National Live Stock and Meat Board, an organization enjoying the full confidence of producers, processors, and consumers, which can immediately be fitted into such a picture wherever it can best function.

Beef Grading

I consider it especially fortunate that the beef grading project has been advanced a step during the past year. To my mind, beef advertising and beef grading must go forward together. The focal point of any successful advertising program must be the quality of the product offered for sale. Otherwise it would be money lost. I especially commend Wilson and Company for the leading part that company has played in advancing the cause of beef grading. We are appreciative of the fact that the chairman of the National Live Stock and Meat Board is Albert K. Mitchell, a former president of this association, and we know that under his management full consideration will be given to these problems. A report on these two last-mentioned matters will be made to the convention by Mr. Mitchell Saturday.

Processing Tax

Closely tied in with this whole question of beef production and sale is the program of the AAA and the manner of financing it. We had occasion a few years ago to congratulate ourselves at escaping the plight of the hog producer when the heavy processing tax was levied on hogs. We know that such taxes tend to reduce consumption of the product so taxed and that the cost of distribution of our product is already so great that any additional burden would do damage irreparable for years to come. Therefore we are now concerned when it is openly advocated by Secretary Wallace that the income certificate plan (merely a new name for processing taxes) should be adopted. His purpose is plain. No doubt, realizing that appropriations for the AAA to the sum of eight or nine hundred million dollars annually, cannot be continued indefinitely, thus he wishes partially at least to become independent of the budget. In the budget message submitted by the President last week, he recommended that the appropriations for the Department of Agriculture be reduced from \$1,300,000,000 to \$900,000,000, and undoubtedly the big end of the \$400,000,000 reduction would have to be borne by the AAA. So far I have seen no recent suggestion that this plan would be applied to live stock, but I call your attention to the fact that the AAA has spread from a projected small beginning to cover practically every phase of American agriculture, and I very much fear that processing taxes, by whatever name they may be called, would follow the same easy course. We should remain irrevocably opposed to any such program for the cattle industry.

AMERICAN CATTLE PRODUCER

Effect of Corn Loan Program

It is difficult to appraise just what effect the whole AAA corn program has had or will have upon the western livestock producer. If it had succeeded substantially in reducing the production of corn, it might have had an adverse effect upon the demand for feeder live stock. So far, however, that has not been the case. Instead, we have had three large corn crops in a row, despite the fact that millions of acres have been taken out of corn, and these acres being devoted to the production of feed crops have actually helped to create a demand for young cattle. A recent development in corn loans tends further to complicate the situation. Cattle are being hurried to market today in an unfinished condition because feeders are getting uneasy, facing as they are the relatively high corn price of 57 cents set by government loan. However, it is likely that the damage from this source will be less than would ordinarily occur when there is too much cheap corn available and a consequent tendency to overproduce long-fed cattle and too-heavy hogs.

But the final result of this combined policy remains yet to be analyzed. About 250,000,000 bushels of corn from the 1938 crop stored under government loan was transferred to steel bins this fall to make room for the 1939 crop. It is estimated that another 500,000,000 bushels out of the 1939 crop will be placed under government loan this year. It must be apparent that the government cannot go on indefinitely storing corn without its having a substantial effect upon all livestock operations. Unlike cotton, it must eventually be consumed largely in this country. It cannot be exported in large quantities, even though subsidized generously. It would, therefore, appear that eventually this policy may lead to overproduction of meat animals to the detriment of the entire industry. It remains yet to be demonstrated that artificial manipulation of supply and demand and of price can be so handled as to prevent the producers of the commodities involved from eventually footing a big bill. Weather conditions and war activity will have a noticeable effect upon the final outcome.

Reciprocal Trade Program

Ever since the Reciprocal Trade Act was passed, the question of the tariff on cattle and cattle products has been constantly before us. Two substantial cuts have been made in the tariff on cattle in the first and second Canadian trade agreements. Now we are confronted with the possibility of further cuts, this time on canned beef and on hides and many of the other by-products of the cattle industry. In actual effect on the markets of this country the Canadian imports in the spring of 1936 did the most damage. It is only because of very unusual conditions, however, that we have since that time been able to absorb the increasing imports of cattle and of canned beef without, until very recently, a particular-

ly adverse effect on our markets. This has been due entirely to relatively light slaughter in this country and to an extremely light pork supply, but, from the figures which I have already given you as to the cattle outlook in the near future, it seems apparent that we have just about reached the turn in the road and that continued heavy imports will have a disastrous effect on our markets.

It is doubtful if there is any other commodity on which a slight oversupply in the markets so quickly is registered in substantial price breaks. It is the boast of the markets of the United States that a clean-up is made every day, but when the supply exceeds the demand even slightly it is immediately reflected in the price, not simply on the small surplus, but on the entire amount in the market that day. For that reason it is an absolute essential of our industry that there should be maintained an adequate protective tariff, and the need for such a tariff is more clearly shown as supplies increase and prices decline. So long as our markets have remained on a relatively high level the major effect of the tariff cuts so far made in the Canadian trade agreements is to reduce the revenue collected by Uncle Sam. Our prices have recently been high enough that the animals would come anyway, even at the old rate of duty; but we will feel the full effect of this destructive tariff policy when our own supply in the markets is greater and when the prices are on a less satisfactory level. In other words, the real effect of the tariff cuts made is to permit the Canadian and Mexican cattle to enter our markets on a basis \$1.50 per hundred lower than would have been possible before the Canadian trade agreements were put into effect.

Therefore I know of nothing more important to the association than to devote itself to seeking either a change in policy or termination of the reciprocal trade program. There can be no stability of

operation with the constant threat of new trade agreements or of making "bigger and better" agreements with countries now included in the program, as referred to recently by one of the officials in charge. Bigger and better agreements mean less and less tariff protection. It should be remembered that ours is an industry which cannot shut its plants down when low prices prevail. Reductions made in the tariff on our products now, when prices are on a favorable basis, will therefore prove all the more damaging as prices recede. Each and every one of you should communicate with your representatives and senators in Washington, urging them to fight for the restoration to the Congress of the tariff-making power in order that adequate protection may be provided for the basic industries of this country, of which ours is one of the greatest.

I consider that the recent announcement that the Argentina-Uruguay-United States trade negotiations have been abandoned is nothing but a move on the part of the administration primarily for political expediency and that the subject is very apt to be reopened, providing Congress continues the life of the Reciprocal Trade Act.

Farm Credit Administration

The live-stock industry generally has been well financed during recent years and at reasonable rates of interest. It has been repeatedly demonstrated that too easy credit can well do more damage to the industry as a whole than too tight credit. For that reason in my opinion the recent absorption of the Farm Credit Administration by the Department of Agriculture should be disapproved and the Farm Credit Administration should be restored as an independent agency of the government directly responsible to the Congress.

It has been suggested that, under the Department of Agriculture, loans will

Early on the scene were these members and their wives: Vice-President Howard Linger, Hooper, Colorado, Colorado Stock Growers' and Feeders' Association; Mrs. Howard Linger; Bruce Brockett, Rimrock, Arizona, who responded to welcoming addresses; and Mrs. Bruce Brockett.





Retiring President Hubbard Russell

be made more on a subsidy basis but withheld if necessary to enforce co-operation with AAA programs. Both of these seem to me unsound. There are already available ample facilities for farm subsidies where needed; nor have we reached the stage where coercion as a means of enlisting co-operation with farm programs is listed as fair in the American book.

Reorganization of Grazing Divisions

There has been a great deal of speculation as to what, if anything, the President will order with reference to the consolidation of the grazing services on public lands. So far necessarily our association has been neutral, as the matter has never been officially handled either in convention or by the executive committee. There is a growing demand for basic legislation that will protect the rights of forest permittees in any event, induced no doubt by the satisfactory relations existing under the administration of the Taylor Grazing Act. I believe the association can render a service to the forest permittees in helping to work out this problem, just as we took the lead last spring in securing an amendment to the Taylor Grazing Act insuring the permanency of the advisory boards and indicating the scope of their activities. In a general way, it is gratifying to report that the policies now in force relating to the handling of the national forests and to the public domain insure a greater degree of stability of operation than has ever before been the case. Our association took the lead in urging a discontinuation of the policy of redistribution, which policy probably did more to develop antagonism to the Forest Service than anything else has ever done. That policy is now definitely abandoned. Unfortunately, just at the time of its abandonment, there have

been rather widespread drought conditions over much of the western area, necessitating cuts in some instances for protection. I wish to call attention to the fact, however, that the Forest Service is now definitely committed to the policy of restoring these cuts to the allotment from which they were taken just as soon as physical conditions permit. In fairness to the live-stock men who have co-operated all the way in working out this new program, it is to be hoped that the forest officials will be as quick to recognize restored conditions, if and when the rains come, as they have been to suggest the need for protection cuts.

During periods of the past, we have somewhat guided our operations by records of past history. However, I wish to call attention to circumstances which are at least unusual and I might say of extraordinary character which must be taken into consideration today when planning operations. I have already mentioned: World war, possibility of processing or like taxes, the AAA with its feed loans and diversion of acreage from one crop to another, and the Reciprocal Trade Act. In addition I mention the Surplus Commodities Corporation, the Commodity Credit Corporation, and the labor situation. Just how we should make allowances for these factors I do not know, but I do know that they are unusual and extraordinary.

"American Cattle Producer"

Special attention this year has been given to our publication, the AMERICAN CATTLE PRODUCER, which is attracting increased attention, and I wish to commend it to you as an important source of value. If I were producing purebred beef cattle for sale I would surely use the PRODUCER advertising columns, because those who read same are in the market for that class of cattle.

The Association

Not simply because I am temporarily serving as your president, but because I have for years had my shoulder to the wheel of the American National, do I report to you with pride today that all is well with the association. As the need for association activity has increased during these troublous times, you members have responded, and your moral and financial support has made it possible for the organization to stay in the lead on practically all matters that concern the western live-stock industry. The program that the association is carrying for your benefit has attracted many new members, and everywhere there is substantial evidence of growing interest in and appreciation of the activities engaged in. Our traffic office in Phoenix, under the capable direction of Charles E. Blaine, has met every call made upon it. The Denver headquarters is a beehive of activity and constant touch is maintained with all matters that are of major concern to you.

At this time I wish to commend the entire personnel of our office for the loyal and conscientious work in our behalf. I also wish to include in my praise the excellent work performed by our legislative and other committees, particularly the special Taylor land committee. I believe that Secretary Mollin's efforts have returned to our industry more this year than ever before, and I wish to express to him on behalf of the association most sincere appreciation.

I think we should all here and now resolve not to relax our vigilance in behalf of the live-stock industry and not to neglect any chance to make the American National Live Stock Association a bigger and better organization. Your officers can do no more than to carry out the policies adopted to the best of their ability and with the means that are available to them. The real strength of any organization is in the rank and file of its membership, and we have well demonstrated within the past decade the truth of this statement, because the influence of the American National has grown right along with the increase in its membership and support. In expressing my appreciation for the fine co-operation that has been given on every hand during the two years that I have served as your president, I wish to bespeak for my successor the same brand of co-operation, coupled with the resolve to continue to reach out into every part of the range cattle territory for more members from whom we draw our strength.

ANNUAL REPORT OF THE SECRETARY

THE YEAR JUST PASSED WAS marked by less legislative activity of major concern to us than any recent year. But the lull in that field was more than offset by increased activity relative to the reciprocal trade agreement program, with, for good measure, a last desperate effort to bring up for attention the Argentine sanitary convention. I will review briefly our activities in various fields. I feel that the association has given a good account of itself and am quite willing to submit the record as meriting your approval and continued support.

McCarran Live Stock Theft Bill

Again the McCarran live-stock theft bill, sponsored by the association, was passed by both houses of Congress, and again it was vetoed by the President on the recommendation of the Department of Justice. The veto message, undoubtedly originating in that department, shows an entire lack of understanding of the problem. Senator McCarran has already indicated his intention to reintroduce the bill at the current session of Congress. An effort will have to be made to secure the approval of the Department of Justice for this vital link in the chain of live-stock theft prevention.

AMERICAN CATTLE PRODUCER

Taylor Act Amendment

Greater success crowned the efforts of the special committee, appointed at San Francisco a year ago, to secure an amendment to the Taylor act. The chairman of that committee, A. D. Brownfield, will report fully on Saturday as to the scope of the amendment sponsored by it and promptly enacted into law. Senator McCarran likewise guided this bill through the senate, while Congressman Dempsey took the lead in the House.

Social Security Act Amendments

We co-operated with the Agricultural Producers' Labor Committee, with headquarters in Los Angeles, in securing consideration for amendments to the Social Security Act, likewise extending exemptions under the act to certain classes of agricultural labor. The desired amendment was enacted into law.

Excise Taxes on Fats and Oils

There was considerable activity relative to excise taxes on imported fats and oils. Despite the most powerful and best organized effort the soap lobby has made for years, it was defeated on every front. The major effort was along the line of provision for duty-free fats and oils for industrial purposes, the result of which would be to break down the whole excise tax structure.

Wage-Hour Amendments

We co-operated with other interested groups in working out amendments to the Fair Labor Standards Act, granting more definite exemptions to agricultural workers and to processors of agricultural products. It had been found that the provisions of the original act were too restricted in this regard to provide adequate exemptions for these classes from the overtime provisions contained therein. After much maneuvering, it was finally found impossible to secure any action last year, but it is deemed probable that the act will be amended in the interest of agricultural groups this year.

Reciprocal Trade Program

Despite the fact that the tariff on cattle and calves had been reduced in the original Canadian trade agreement and a further reduction made in the rate, with increases in the quotas, in the revised agreement made with that country effective January 1, 1939, on August 23 came announcement of intention to negotiate a trade agreement with Argentina. Most of the products listed for proposed concessions on the part of the United States were products of the livestock industry, including canned beef, hides, tallow, and many other by-products of the cattle industry. We immediately contacted all the western members of Congress, urging them to join us in opposition to any further tariff cuts on our products. Fortunately for us, a special session of Congress was called to consider neutrality legislation, so that the State Department failed in its plan of crowding this agreement through while Congress was in recess. Some fifty

congressmen appeared at the hearing before the Committee for Reciprocity Information or filed statements with it. Many of them expressed their belief in a reciprocal trade policy properly administered, but frankly warned the committee that further reductions in the duties on agricultural products would insure that the act would be allowed to expire on June 12, 1940, or be amended to provide for Senate ratification of any new agreements made.

Your secretary filed a brief, going into considerable detail as to our opposition to the proposed agreement, and followed it with an appearance before the committee. The opposition was spirited and appeared to impress the committee to a considerable extent.

Recent developments are most encouraging. It has been officially announced that the negotiations have broken down and that the Argentine delegation is leaving Washington. Apparently our officials had offered concessions on canned beef and linseed—hedged, however, with quota restrictions—while Argentina was demanding full access to our market for those commodities at reduced rates of duty.

Trade Agreement with Uruguay

Shortly after I returned from the Washington hearing, came word that a similar agreement was to be negotiated with Uruguay. The products listed were almost identical with those in the Argentine proposal. We notified both the State Department and the Committee for Reciprocity Information that we desired our brief and oral argument in the Argentine hearing to be considered as applying also to the new proposal and were assured that it would be included in the record in the latter case.

On Monday of this week I wired Secretary Hull urging that negotiations with Uruguay should likewise be dropped.

Otherwise, under the most-favored-nation principle, reductions made in canned beef, hides, tallow, and other by-products in an agreement with that country would likewise apply to Argentina. The latter country would then be in the position of eating her cake and keeping it too, because she would be required to give nothing in return. Tuesday morning's papers carried the word that negotiations with Uruguay likewise had been broken off.

Trade Policy a Major Issue

It is apparent that the trade agreement policy has become a major national issue, with particular attention focused on it because of the fact that this is election year. The administration appears to be staking everything on securing a renewal of the full power to make trade agreements and to avoid being upset on one of its major policies.

To that end, the negotiations with Argentina and Uruguay have been broken off and official announcement made that copper will not be included in the agreement with Chile, likewise under consideration. It is even rumored this week that the negotiations with that country will also be dropped. The fact that these various negotiations have been temporarily abandoned should not alter our opposition to a policy which would permit later consideration of the things to which we object. That our respite may be short-lived and for the purpose only of securing an extension of the act is indicated by a dispatch from Buenos Aires, dated January 6, quoting President Robert M. Ortiz to the effect that the trade treaty had come to a dead-end because of "insufficient information and incomplete understanding;" further, that he felt that President Roosevelt would favor resumption of negotiations in the near future, adding that, "for my part, I surely desire it."

A seventh thousand-dollar check changes hands here as President Norman Fain of the Yavapai Cattle Growers' (Arizona) pays that organization's yearly dues to the American National. Secretary Mollin stands at the receiving end.





Secretary F. E. Mollin

The fight to extend the Reciprocal Trade Act, which expires June 12, 1940, is now in full swing. The administration, the industrial exporters, and the American Farm Bureau Federation are in support. Practically all other farm, dairy, and live-stock organizations, many business groups, and a substantial element in the American Federation of Labor are opposed. Secretary Hull is to appear before the House Ways and Means Committee today as the first advocate of the extension of the act.

We have filed appearance with the Ways and Means Committee, as the hearings will continue next week after the department heads have concluded their testimony this week. When one recalls the situation which existed at the time the act was passed in 1934 when we were among the very few who dared register opposition, it is most encouraging to see that there are now many who agree with us; and it is not because of any change in position on our part. We regarded the Reciprocal Trade Act in 1934 with the same fear as that with which we regard it today, because the countries which are our principal competitors in the production of live stock and which are the goal of our exporters have little to offer except competitive products.

I do not agree with those who claim that Senate ratification of reciprocal trade agreements would in effect nullify the act. It has not been our experience that it is so powerfully easy to get any and all things you want out of a Senate committee. I believe Senate ratification would place a check on the making of trade agreements which is absolutely essential for protection of the domestic industries of this country and that without it the act cannot long continue in force. It is just not in accordance with the American system to allow one man the

tremendous power of determining the fate of great basic industries in this country, and it is especially unfortunate when that one man happens to have dedicated practically his whole life to the furtherance of a free-trade policy.

"What Price Foreign Trade?"

We have prepared, and now have on the press, a booklet entitled "What Price Foreign Trade?" the first copies of which I hope will be available for distribution Saturday. It presents a convincing record of facts in support of our contention that the act should be allowed to expire or be drastically amended. Copies will be sent to every member of Congress early next week and to every member of our association.

Argentine Sanitary Convention

To my mind a further cause for the breakdown of negotiations with Argentina was the failure of this country to ratify the Argentine sanitary convention. Undoubtedly the main objective of Argentina is access to our market with her dressed meats.

You will recall the incident last summer when a contract for 48,000 pounds of canned beef for the Navy was awarded to an Argentine firm, despite protest of our association and others, as well as of several leading members of Congress. A few days later, the President announced that the order had been placed at his express direction because the price was cheaper and the quality superior. Of course the price was lower—so are all operating costs in that country—but the quality was identical with that offered by American packers. The specifications for bids were definite as to the quality to be supplied, and any and all bidders would have had to conform thereto.

At the time, it seemed strange that the President would interfere in a relatively minor matter, but the formal announcement soon thereafter of plan to negotiate a trade agreement with that country made it clear that the canned beef incident was staged in a last desperate effort to create a situation favorable to the ratification of the Argentine sanitary convention.

The reaction was tremendous but just the reverse of that desired. The Navy appropriation bill was amended to require that similar purchases must be made domestically in the future, as is only fair and proper. We co-operated with Senator O'Mahoney, of Wyoming, while the scrap was on, and he did a fine job against heavy odds.

It is now Washington opinion that the Argentine sanitary convention, as a result of this miscarriage of plans, is deadlier than ever before.

Bang's Disease

A year ago at this time we had just completed a booklet dealing with Bang's disease. This was used extensively and effectively by our affiliated associations in several states in opposing appropriations large enough to enable sanitary

officials to start large-scale testing operations in range herds.

In Washington an effort was also made by these officials so to alter the provisions of the appropriation bill as to make it possible to expand federal activities in connection with state Bang's disease programs without full matching appropriations by the states in question. We opposed this plan and are glad to say that the Washington effort was futile.

There is growing interest in and recognition of calfhood vaccination as a means of control. Also, there is less enthusiasm for a compulsory blood-testing program. There is little to show for the millions of dollars already so spent, and appropriation committees, both state and federal, are becoming aware of that fact.

It is expected that the report of the Bureau of Animal Industry on a five-year calfhood vaccination experiment, due next fall, will show satisfactory results and provide further stimulation for that approach to the problem. I am glad that it was the American National which led the fight against the unwise, unsound, and altogether too expensive program that now must submit to alteration.

Traffic Department

Our traffic counsel, Charles E. Blaine, submitted his report to the executive committee this morning. The main activity during the year, aside from the routine tariff-checking work to protect your interests, has been the 85 per cent stocker and feeder rate case. Despite an adverse examiner's report, Mr. Blaine, ably supported by Charles A. Stewart, of the Live Stock Traffic Association, Fort Worth, and Lee J. Quasey, of the National Live Stock Marketing Association at Chicago, has presented a very strong case, and we still are hopeful that the Interstate Commerce Commission will recognize the fairness of continuing this special rate for stocker and feeder cattle which has been in the tariffs of the railroads of this western country for more than fifty years, unhampered by provisions which are really designed to nullify the rate.

"American Cattle Producer"

Six months ago President Russell employed my son, Lawrence Mollin, to assist in the work of carrying on the association activities, which have been increasing year after year as our work has expanded. While he is learning the ropes, he has had time to give a good deal of attention to soliciting advertising for the PRODUCER, work that has been neglected because of my occupation with association matters and of Editor Appleton's concentration on the details of that job. The results have been most gratifying, and I am sure you have all noticed the change in the recent issues of the magazine. Our subscription list also has shown a nice gain. We have always felt that the PRODUCER offered the best market to the advertisers of range bulls, but because of the fact that we have not

pressed for same we have failed to get our share of this type of advertising. Now that we have a good start, we are going to try to continue to serve that field to greater advantage both to the advertisers and to ourselves.

General

During the year, I traveled extensively in your interest. I attended as many meetings of live-stock men as possible throughout the western states, making addresses as well at several of the wool growers' conventions and being obliged to decline invitations to others which I could not attend. My main purpose has been to keep constantly before the public the live-stock side of the two things which have so greatly concerned us in recent years—the reciprocal trade program and the Argentine sanitary convention. I even attended a meeting at Calgary, Canada, and told the Canadian cattlemen frankly how the American cattlemen felt about the reciprocal trade program. Also I spent three days on a forest tour in Colorado for the purpose of getting first-hand information as to conditions existing and as to the attitude of the live-stock permittees toward current forest problems.

I am glad to report to you that for the sixth year in a row the support which has come to the association has exceeded all previous records. This has been without a great deal of solicitation on our part. We simply have not had time to do much of anything in that line. Therefore, it is all the more gratifying that the work of the association is appreciated to the point that its membership rolls stand higher today than ever before in its history.

The recognition that is being accorded us throughout the nation adds considerably to the burden placed upon our relatively small office force. Particularly with regard to the reciprocal trade program are we besieged with letters asking for information and statistics. They come from all parts of the country, and we try never to fail to give the desired co-operation. I wish to take this opportunity to thank the affiliated organizations and the members of our various committees who have given us 100 per cent co-operation throughout the year. Needless to say, it has been a pleasure to work with President Russell, although he is a stern taskmaster. He does not believe in doing anything halfway. I solicit your continued support, because there is never a stopping place in the work of an association like ours if it is really to serve the industry as it should.

CARPENTER ON GRAZING ON NATIONAL FORESTS

THE PERMANENT LAND PAT-tern of the eleven western states did not crystallize until five years ago, and hence until recently no one knew how much of the lands of these states was to

be assimilated into private ownership and how much to remain as federal reservations and not subject to state taxation or ordinary commercial laws. Live-stock men are more concerned with this matter than any other group of these states, because their properties, both real and personal, and their fortunes, are directly dependent upon federal reservations and their administration.

The passage of the Taylor Grazing Act on June 28, 1934, effectively ended a century and a half of homesteading, and, by creating federal grazing commons of the seven great American deserts, it matched with winter pasturage the summer grazing lands of national forests.

Western States Half Federal Territory

Of government lands in the eleven western states, there are 147,000,000 acres of national forests, 142,000,000 acres of Taylor Grazing districts, and over 100,000,000 acres in national parks, monuments, game preserves, bombing areas, ammunition dumps, oil reserves for the army and navy, and other coal, oil, and mineral reserves. Since the United States government is now committed to the policy of retaining title to all these lands and administering them permanently, it is well worth our while to get a clear picture of their extent and management.

Collectively these reservations aggregate nearly 400,000,000 acres, or more than one-fifth of the entire area of the United States. Permanent federal reservations now constitute 41 per cent of the areas of the eleven western states, distributed as follows:

	Per Cent		Per Cent
Arizona	34	Nevada	82
California	37	Oregon	43
Colorado	32	Utah	62
Idaho	56	Washington	40
Montana	24	Wyoming	22
New Mexico.....	28		

These startling figures are not generally known or appreciated, because heretofore the presence of federal lands with-

in a state has constituted only a stage in the regular course of their development. Beginning with Ohio and Indiana, each new state or territory as organized included vast tracts of public domain; yet these government holdings were always absorbed into the private property of the states by process of homesteading and other grants, and no large amount remained in federal ownership.

When Abraham Lincoln was a young man in the Illinois legislature in 1839, 20,000,000 acres, or over half the area of Illinois, was public domain belonging to the federal government; but, as we all know, all of it has long since been patented and gone into private ownership.

While the character of the soil and climate made public lands transitory in the old Northwest Territory and the Mississippi Valley, the far different soil and climate in the area between the Rocky Mountains and the Sierra and Cascade mountains has rendered nearly half of that area unassimilable for private ownership and left it under permanent government ownership and control. Nature's generosity in oil, coal, and minerals and her parsimony in rainfall, which is less than half the average for the rest of the United States, has decreed a different future for the Far West from that of the East, South, Middle West or Pacific slope. Much of the internal government will always be of the intermountain states, administered from Washington and under rules and regulations different from the laws governing the rest of the areas of those states.

The people of the western states generally approve of these reservations of nearly half of their areas in the federal government; but the matter of their administration, as the special and exclusive concern of various federal bureaus almost entirely independent of local interest and control, is so foreign to our ideas of democracy that it is the cause of widespread and justifiable apprehension.

The central figure here is General Manager R. C. Pollock, Chicago, National Live Stock and Meat Board. The young man in the left background is Joe Carey, of J. M. Carey & Brother, Cheyenne. In right background is J. M. Cartwright, Phoenix, Arizona, past president of Arizona Cattle Growers' Association.





F. R. Carpenter, Hayden, Colorado, former administrator of Taylor Grazing Act.

For the first forty years of this century, any attempt on the part of western people to have a direct voice in the administration of federal reservations was rebuffed with the accusation that despoilers of natural resources were unfit for anything but kindly and firm discipline. That argument has spent itself and can no longer deprive honest citizens of their birthright.

The greatest and oldest of the bureaus administering western reserves is the Forest Service, yet it is not a half-century old and is a mere infant compared with the forest services of older nations.

Forest Service in All Countries

National forests exist in almost every country in the world. Russia has 300,000,000 acres of them or twice as many as the United States. Germany has 12,000,000 acres; France, 3,000,000 acres; Sweden, 18,000,000 acres; Norway, 5,000,000 acres, and so on throughout the countries of the old world. Without exception, those national forests are considered the special property of the sovereign and are subject to laws different from those governing the rest of the land; and their governance is entrusted to a specially trained body of officials.

Furthermore, forests as the sovereigns' special preserves are as ancient as they are common, and history of their creation, enlargement, curtailment, and government is of unique interest to those who are concerned with the manifestations of our own comparatively infant bureau. Wild game animals have always been, and still are, the property of the sovereign, be it a king, czar, or representative government, and the woods and forests have been reserved as the proper place to keep such animals for hunting and sport. The timber, wood, and grass was originally incidental to

the hunting, but came to be a source of revenue especially agreeable to the sovereign because it did not have to be wrung from the citizenry by the ordinary process of taxation.

In olden times in England, the King could create forests, and at one time over one-third of that entire country was in forests. They were not confined to woodlands but included moors and lowlands and often whole towns and villages. A favorite way for the sovereign to punish a big landholding noble was to include a part or all of his estate in a forest, and thereby deprive him of all right to it and revenue from it.

Magna Charta Ended Forest Injustices

When the first great charter of English speaking people, known to us as "Magna Charta," was drafted in 1215 A. D., one of the main grievances it sought to remedy was concerned with "forests." Chapter 47 of Magna Charta reads as follows: "All forests that have been made such in our time shall forthwith be deforested." That section of the great charter was not dissimilar to our own recent statutes denying the Chief Executive the right to create or enlarge forests without the consent of Congress. Both the charter and our statutes resulted from the same cause; namely, the evident desire of a sovereign to extend its domain further than the people desire or approve.

Chapters 44 and 48 of Magna Charta deal with the so-called "evils" of forest law. The forest officials had too much discretionary power and wielded it too arbitrarily. Villagers were charged extortionate prices for wood; the agister, who had charge of all grazing on the forests, required too much in fees and forced all cattle to be removed during June when the does were fawning; pigs were only allowed to fatten on the acorns for a few weeks before Christmas; and above and beyond all these and many more grievances was the fact that the common law of England did not apply on the forests and there was no guarantee of just or fair treatment under forest laws administered at the whim of a special set of forest officials. One of the authoritative writers on that period says: "Within the forest borders, the peasantry lived in daily fear of the discretionary authority of officials, whose most unreasonable wishes they dared not oppose."

Against such matters Chapter 48 of Magna Charta decreed:

"All evil customs connected with forests and warrens, foresters and warreners, sheriffs and their officers, river banks and their wardens, shall immediately be inquired into in each county by twelve sworn knights of the same county, chosen by the honest men of the same county, and shall within forty days of said inquest, be utterly abolished, so as never to be restored, provided always that we previously have intimation thereof, or our justiciar, if we should not be in England."

So strong was the feeling against the discretionary authority of forest officers that county boards of local citizens were created to abolish the abuses. This remedy was so drastic that the leading prelates and clergy of the day, who incidentally were recipients of a few "forest privileges," issued a written protest "that all those customs shall remain, without which the forests cannot be preserved."

All this happened 700 years ago in England when conditions were far different from those under which we live; but we cannot forget that human nature has changed since that day far less than conditions have, and we have here in our midst national forests greater in extent and resources than whole groups of states, which have been entrusted by Congress to the sole discretion of one man to "permit, regulate, or prohibit grazing thereon." No other country with extensive public pastures has given such wide powers to one man. Australia and New Zealand are committed to a long-time leasehold method. Russia has communized most of her farming and grazing lands.

Origin of Forest Power and Policy

The question naturally arises as to how this state of affairs ever came about in a democratic country, and to answer that inquiry it is necessary to go back to our own public land history and sketch in the background for the present unsatisfactory state of affairs.

From the establishment of our present federal government until 1820, the national land policy wavered between one primarily seeking revenue and one primarily encouraging settlement. The passage of the First Cash Payment Act in 1820, however, turned the wavering balance over to the side of settlement, and, as that act was followed by the great Pre-emption Statute of 1841 and the Homestead Law of 1862, the country embraced in all its legislation the popular slogan of "free lands for free men." Such a policy carried to extremes, however, bore in it the seeds of its own destruction.

Under the terms of a clause in the act of 1891 which repealed the Timber Culture Law, Congress gave the President power to set aside public lands for forest reserves by executive proclamation. In 1897 President Cleveland acted under this power to set aside 21,000,000 acres in addition to the 18,000,000 acres already in forest reserves. In order that there might be some lawful means of governing these great preserves, Congress, on June 4, 1897, passed a law that is still the basic authority for all grazing regulations on national forests. That act gives the secretary power "to make such rules and regulations as will insure the objects of said reservations; namely, to regulate their occupancy and use and to preserve the forests thereon from destruction." Under this sweeping power, which has no express mention of grazing, the Secretary of Agricul-

ture has prescribed a complete set of rules and regulations for grazing on national forests which have the binding effect of statutory law.

Under this unusually broad grant of power which the Supreme Court in two cases—*U. S. vs. Grimund*, 220 U. S. 506, and *U. S. vs. Light*, 220 U. S. 523—upheld in its entirety a Use Book prescribing grazing rules was approved by the secretary and it, with its amendments, is now the law of the forests.

Credit for its wise and practical rules goes chiefly to Albert F. Potter, associate forester and chief of grazing of the Forest Service in its early days in the beginning of this century.

The practical situation existing today is this: Absolute discretionary authority to permit, regulate, and prohibit grazing on national forests has been delegated by Congress to the Secretary of Agriculture. The Department of Agriculture is so great that its functions have to be performed by various bureaus. We have never had a Secretary of Agriculture who ever had any first-hand knowledge or experience in the handling of range live stock, to say nothing of grazing on national forests. The result is that the matter becomes the special care and duty of the specially trained officials of the Forest Service, and the secretary, from the amount, complexity, and technical nature of the work, becomes a mere "go-along" man for the bureau.

Bureaus Patriotic but Autocratic

Of all the bureaus of the federal government, I know of none more patriotic or better imbued with the sense of stewardship for a vast national resource than the Forest Service; but it is nevertheless a bureau and cannot escape certain weaknesses inherent in all bureaus. I quote Walter Bagehot, one of the greatest authorities on English government, when I say:

"The civil servants who run our bureaus are largely specialists, trained in their particular field. Their promotion, pay, and classification depends so largely upon conformance to detail and integration with a large organization that it is almost inevitable that they should care more for routine than for results—which tends to give us under-government in point of quality and over-government in point of quantity. The trained official distrusts the untrained public—he thinks the ordinary citizen cannot tell his own interest and should have the leave of the office before he does anything.

"Protection is the natural inborn creed of every official body, and a bureaucracy is sure to think that its official duty is to augment official power, official business, official members, rather than to leave free the energies of mankind."

Such specialization and zeal for the house in which it lives is necessary if a bureau is really to be the instrument it was intended to be, but real and permanent success in the administration of any project depends upon the proper

mixture of non-special minds with special minds. We must have minds which attend the end as well as minds which attend the means, if our government is to function with 100 per cent efficiency. A government without an elected Congress or legislature cannot long keep from becoming an oligarchy.

The grazing lands of the national forests provide for 1,500,000 cattle and 8,000,000 sheep annually, and the Taylor districts as many again. These industries are the most stable and greatest industries in the eleven western states. If 400,000,000 acres, or one-fifth of this entire country, is always to remain under an administration different from that of the rest of the United States and be subject to special, different laws, then a way must be found to have a mixture of popular, non-specialized minds with the trained members of the bureaus.

The recent amendment of July 14, 1939, to the Taylor Act provided for regularly elected members of the stockmen, users of the public grazing lands, to become part-time, sworn-in, and paid members of the United States Grazing Service. That is what is necessary to have on the national forests today if the fine technical staff of that service is to have its efforts crowned with lasting success.

Advisory Committees Under Reg. G 18

Since the agitation has started for elective advisory boards of stockmen on national forests, a typically bureaucratic statement has been put out calling attention to the fact that regulation G 18 of the Forest Service Use Book, which was approved in 1906, takes care of the situation by providing for advisory boards, and that seven hundred of them already exist.

In this picture: R. O. Whitaker, Cheyenne, Wyoming; W. L. Dutton, Washington, D. C., Forest Service's chief of range management; Archie Ryan, of the Grazing service, Washington, D. C.; President W. B. Snider, Paisley, Oregon, Cattle and Horse Raisers' Association of Oregon; W. S. Whinnery, Gunnison, Colorado; Editor H. E. Floyd, Topeka, Kansas, of the Kansas Stockman.



Such a statement, on its face, appears to be a plausible defense against the necessity for legislation on the subject. No one doubts that regulation G 18 is in the Use Book, but no one who is acquainted in any way with the actual practice in such matters does not know that regulation G 18 has been a dead letter since about 1912. For the first five or six years after it was approved in 1906, the stockmen's boards were availed of and used to excellent purpose. After some six years of their services, however, the bureau found it much easier and quicker to confine policy and rule-making conferences to trained officials, and thereafter meetings with stockmen were held to let the latter "blow off steam" or to find out how they reacted to proposed new regulations in the formation of which they had had no voice.

It is true that since the Taylor Act boards began to function and become popular, a cautious attempt has been made by the Forest Service to revive them, but such attempts have never been with any idea of giving the stockman a recognized and responsible part in the administration of grazing. There never was and never will be an official governing class that welcomes straightforward criticism and advice, even though individually each member of that class may recognize that the opportunity for such is the very essence of democracy. Voluntary, unpaid, and often self-appointed committees can never get the respect and confidence which regularly elected, paid, part-time members of the service will command.

Elected Committees Insure Democracy

We, in America, are free from Maginot and Siegfried lines of defense, and yet we must not forget that all of us are



Adviser to the President on foreign trade, administrator of AAA and later special adviser to the President on foreign trade.

descendants of those Europeans who today seem to be unable to escape armed warfare. The only real difference is that we have been transported to another continent and given a role to play upon a stage unblemished by centuries of Europe's troubles, and we respond to the same impulses as our brothers across the Atlantic, as only a few years ago we responded by going over there with millions of armed men. There is no guarantee in the soil of North America that representative government or freedom from despotism will remain after the physical conquest of the continent is completed and our frontiers become qualitative and not quantitative.

If the government of the public grazing reservations does not grow into being the exclusive administration of a bureau and the rules become the playthings of an official priesthood, it will be because the western stockmen, whose fortunes and property are dependent upon such grazing lands, take a firm stand for a proper representation in all forest as well as all Taylor Grazing district administration and ask Congress now to pass legislation which will forever prevent national forests from becoming so obnoxious in their rules and regulations that an uprising similar to what occurred in 1215 in England will all but sweep away even the beneficial customs and laws of such forests.

For the good of the Forest Service, of the stockman and the country at large, such enlargement of that grazing service to include elected stockmen should be guaranteed by statute at an early date and a real step taken for the permanent success of one of our great conservation movements which hitherto has been distrustful of local co-operation in the democratic sense.

PEEK THROWS LIGHT ON TRADE, AGRICULTURE

MY SUBJECT, "AGRICULTURE and Foreign Trade," involves the fundamentals of American prosperity and well-being. The subject assumes particular significance in view of the fact that this is an election year. The American people will be asked to approve or disapprove the policies followed by the present administration.

You are seeking my views, I presume, because you feel that, from my long association with the effort to secure farm equality and from my experience in Washington with this administration, I may be able to throw some light on some of the things that have been happening that have puzzled you as they have me. I shall try to do this, first by telling you something of the past and present situation in respect to the administration's activities in agriculture and foreign trade, then by outlining some points a constructive program must embrace.

Secretary Wallace summed up the farmers' present economic position in Chicago last month before the convention of the American Farm Bureau Federation when he said that the farmers' share of the national income "is about equal to the share they received in the five years before the great depression." Secretary Hull, at the same convention, said farm income in 1939 would be \$3,600,000,000 less than in 1929.

This situation requires some analysis after seven years of supervision and expenditure of the taxpayers' money. The five years preceding the depression long will be remembered by farmers and live-stock producers as years of great difficulties, particularly in the grain and live-stock sections of the country.

Agriculture and foreign trade are so closely tied together that it is impossible to consider one without the other. Nevertheless, this is precisely what the administration has tried to do. In practice it has treated them as though they were totally separate and unrelated problems. On the one side, in its domestic legislation it has attempted, however unsuccessfully, to raise domestic price levels independent of world price levels, and, on the other side, in its foreign trade activities, it has pursued a policy of low tariffs, free trade, and internationalism, disregarding wage, price, and living conditions in this country compared with those in the world at large. It is like trying to ride two horses going in opposite directions at the same time. It cannot be done, and the attempt does not make sense. We must either exert our main effort to improve and maintain and protect our American standards and our national economic security, or we must move in the direction of lowering them to approximate those of the rest of the world,

where peasantry, serfdom, and forced labor are too often the rule.

Most of us think that American traditions are worth preserving. Administration spokesmen protest that that is what they are trying to do. But how can you reconcile the attempt to control and regiment the individual producer and individual production at home with the concurrent attempt to expose our producers to increased competition from abroad in the form of increased imports at cut-rate prices? And how can you reconcile either policy with the goal of protecting and maintaining American traditions and American standards?

This is the dilemma with which the country has been faced for the past six years, but the administration has refused to recognize it. In its efforts to avoid this dilemma of its own making, the administration has jumped to one hot spot after another. No one has jumped further and faster than Secretary Wallace. He has tried crop restriction, with and without the processing tax. He has tried soil conservation, so called, but he makes the payments provided the farmers take the dose of acreage restriction which he prescribes. He first opposed the idea of marketing agreements, in 1933 preventing the conclusion of more than 100 agricultural marketing agreements and codes. He then later switched over to favor them on occasion. He has alternately opposed and supported the idea of export subsidies on major export crops. He has alternately opposed with violence and supported with enthusiasm benefit payments on export crops. He has favored a policy of crop loans above market levels, but at the same time he has opposed any thought of a two-price system for export crops. He has supported the administration's low-tariff program on every possible occasion, in spite of the fact that in numerous respects it is in clear opposition to the agricultural interests he is supposed to protect. Indeed, his economic adviser, Mordecai Ezekiel, is on record against the development of certain industrial uses for farm products, on the ground, if you please, that they would compete with imports. Mr. Wallace seemingly has been oblivious to the fact that his policies and Mr. Hull's combined have cost us some of our best foreign markets for farm products and have led to a revival in camouflaged form of the discredited Farm Board theory of storing up surpluses without making adequate provision for disposing of them.

This is an interesting record if not a consistent one. In two things, however, Mr. Wallace has been consistent. He has steadfastly clung to the idea of centralized political control from Washington of the individual farmer's production, with the huge appropriations and the vast bureaucracy which that places at his disposal. And, too, he has steadfastly refused to take a stand for the farmer against the Hull program,

AMERICAN CATTLE PRODUCER

with its constant undermining effect on farm prices and farm prosperity. Always he has subordinated the farmer to Mr. Hull's doctrinaire low-tariff ideals. In fact, he even sought to justify the Argentine agreement as a measure of "war insurance," although on what possible theory and against what possible war it is a little difficult to see.

Now let me turn to foreign trade. In 1932, foreign trade hit an all-time low, but even lower than our foreign trade indexes were the indexes of farm prices and farm income. In the following two years, some marked improvements were noted in respect to these, even though they still were far short of what was desired and necessary to recovery. In 1934 it was felt that special measures were desirable in connection with our foreign trade to supplement the domestic effort toward recovery. Accordingly the so-called Reciprocal Trade Agreements Act of 1934 was passed. Ostensibly it was, to quote from the act:

"For the purpose of expanding foreign markets for the products of the United States (as a means of assisting in the present emergency in restoring the American standard of living, in overcoming domestic unemployment and the present economic depression, in increasing the purchasing power of the American public, and in establishing and maintaining a better relationship among various branches of American agriculture, industry, mining and commerce)."

This was to be accomplished "by regulating the admission of foreign goods into the United States in accordance with the characteristics and needs of various branches of American production, so that foreign markets will be made available to those branches of American production which require and are capable of developing such outlets by affording corresponding market opportunities for foreign products in the United States." Such was the purpose expressed by Congress.

The bill goes on to authorize the President, "whenever he finds that any existing duties or other import restrictions of the United States or any foreign country are unduly burdening and restricting the foreign trade of the United States and that the purpose above declared will be promoted by the means hereinafter specified," to enter into agreements with foreign governments and to proclaim modification of existing duties and other import restrictions. It limits his authority, however, to increase or decrease any charges by more than 50 per cent. It prohibits transferring any article between the dutiable and free lists. It specifies that the proclaimed duties and other restrictions shall apply to all foreign countries, provided that the President may suspend the application of the bill to any country because of its discriminatory treatment of American commerce or because of other acts or policies which in his opinion tend to defeat the purpose of the bill.

The changes were to become effective from and after the time specified in the proclamation. The President, however,

may terminate any proclamation in whole or in part at any time.

Every agreement is subject to termination upon notice to the foreign government at the end of not more than three years from the date it becomes effective and, thereafter, upon not more than six months' notice.

The bill became effective in June, 1934, for three years, and in March, 1937, was extended by Congress for a further three years. Unless again renewed, it will lapse on June 12 of this year, although the agreements made under it will continue unless denounced or otherwise terminated.

At the time of its first passage in 1934, I favored the act. I saw in it a bargaining weapon of great potential power, which I thought would be used primarily to move oppressive surpluses of our great exports. But what happened? Desirable trades were rejected. Instead of being used to bargain on behalf of our export crops, it was used as a means of effecting a general tariff reduction without congressional sanction. This was done by use of the so-called unconditional most-favored-nation policy, under which any concession granted to any one nation was straightaway granted to every other nation in the world, without requiring any concession in return. To make these tariff reductions as general as possible, the administration carefully declined to take note of the several hundred bilateral agreements existing among other nations of the world, from the benefits of which the United States was and is excluded. It also declined to take note of many other trade agreements and trade practices among foreign nations which were and are, in fact, discriminating against the United States.

Official reports of the United States Tariff Commission on this point were ignored, for to have noted them would have defeated the undisclosed purpose of general tariff reduction without congressional sanction. Only Germany was excluded from the list of the administration's tariff beneficiaries, and that for reasons which were personal and political, rather than commercial or economic, in nature. Even Russia and Japan were allowed to sit in on the feast, and they are still in their seats.

The administration throughout 1934 and 1935 had vigorously denied that any attempt to bring about a general reduction in tariffs was contemplated. Even President Roosevelt himself, as late as November, 1935, said in a letter to me:

"Nobody is asking laissez faire or unconditional most-favored-nation general reduction in tariffs."

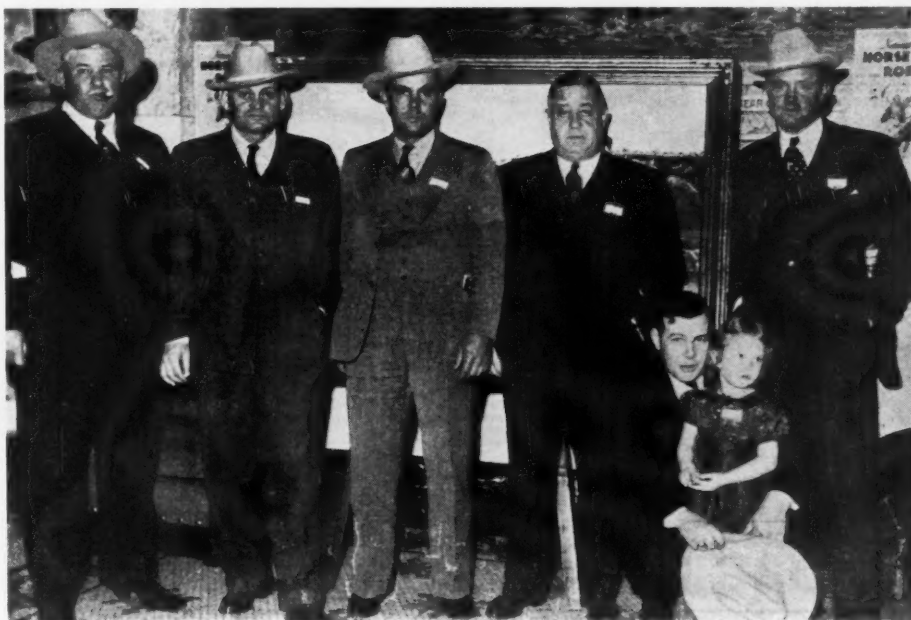
The truth is that whether or not other nations were asking for generalization of concessions our international altruists gratuitously gave it to all countries except Germany. Half a dozen of these agreements already had been completed when the President wrote that letter, and the rest followed. The Cuban agreement is the only one where the concessions were not generalized.

Later in the same winter Assistant Secretary of State Grady, either more frank or less blind, in a magazine article, disclosed the objective and the method employed. Mr. Grady said:

"Our objective is the general amelioration of the world situation. . . ."

"We have already lowered many rates, which have been generalized to other countries. When we shall have gone the rounds of most of the important countries of the world, reducing in each case the duties on commodities of which it is

Roy Parks, Midland, Texas; M. T. Johnson, Amarillo, Texas; Vice-President Hayes Mitchell, Marfa, Texas Highland Hereford Breeders' Association; Secretary Will J. Miller, Kansas Live Stock Association, Topeka; Tom Talle, Jr., and daughter, Mary Elizabeth, Aroya, Colorado; Jay Taylor, Amarillo, Texas.



the principal source, we shall have lowered our tariffs on a great many items where the case for lowering is justified. As a result of extending these reductions to virtually all countries, we will obtain, it would seem, what the proponents of unilateral tariff reduction desire; but we will do it more carefully and scientifically than is possible by legislative action."

Of course he referred to a general reduction in the tariff.

Later in a speech at Riverside, California, he said:

"This new policy is of an importance that can hardly be exaggerated. We are to a greater degree than ever before meshing our domestic economy into world economy."

The fraud was apparent. The purpose now is no longer concealed. In fact, Mr. Hull in a recent speech at Chicago not only admitted it but boasted of the trade agreements program as "a general tariff readjustment," which, incidentally, he claims he effected more wisely and efficiently than Congress could have done, which should be interesting news for Congress; but its main significance lies in its revelation of the extent to which Mr. Hull has departed from thinking in terms of democratic government.

He attempted to justify this usurpation of authority by blaming all the ills of the world upon the Hawley-Smoot Tariff Act of 1930. He ignores the fact that the effort of most nations, for a

decade, to become self-sustaining was more nearly the real reason for the world-wide depression than the Tariff Act of 1930. This effort contributed to the breakdown of international exchange and the confusion that followed. The Tariff Act of 1930 was merely a belated attempt to protect our domestic economy from the world-wide collapse of commodity prices which already had occurred. At the same time, however, Mr. Hull attempts to credit the trade agreement act of 1934 with all the improvement that occurred between 1932 and 1934. This is fancy skating on thin ice, for recently Mr. Hull paid his respects to those who oppose his program and use official figures to discredit it by saying, "figures don't lie but liars figure," or words to that effect.

The administration program has now been in operation for more than five years. The claims of its advocates have been ardent but shifting. Facts have been unkind to them. For example:

1. They have said: trade agreements are definitely helping American farmers to win back vital foreign markets. Unfortunately the fact is that under these policies our cotton exports have been cut in half, and our wheat exports well nigh disappeared until the wartime demand from Europe developed.

2. They have said: concessions have been granted only where imports were needed to supplement our own production. But compare this statement with

the practically all-inclusive list of American farm products selling below parity (i. e., the domestic supply outrunning the demand), on which nevertheless the administration has seen fit to lower tariffs and encourage cut-rate imports, thus inflicting further blows on an already weak structure of farm prices.

3. They have said: unless we lower tariffs, foreigners will not be able to get the money to buy American farm products. Contrast with that the fact that from 1934 to 1938, inclusive, foreigners, through sales of gold and silver, had obtained nearly \$7,000,000,000 more than was necessary to pay for all their purchases in this country. They used it not to buy farm or other products or to pay their debts to us but to buy securities, to increase their liquid holdings here, and to buy elsewhere war materials and other supplies. There is more than enough dollar exchange available to foreigners now to buy American goods without our feeling we must open our markets to foreigners at the expense of our own producers.

4. They have claimed that we needed triangular trade and the only way to get it was through general tariff reduction. But triangular trade long ago ceased to be a significant factor in our foreign trade, and it went out the window almost entirely when the present European war was declared.

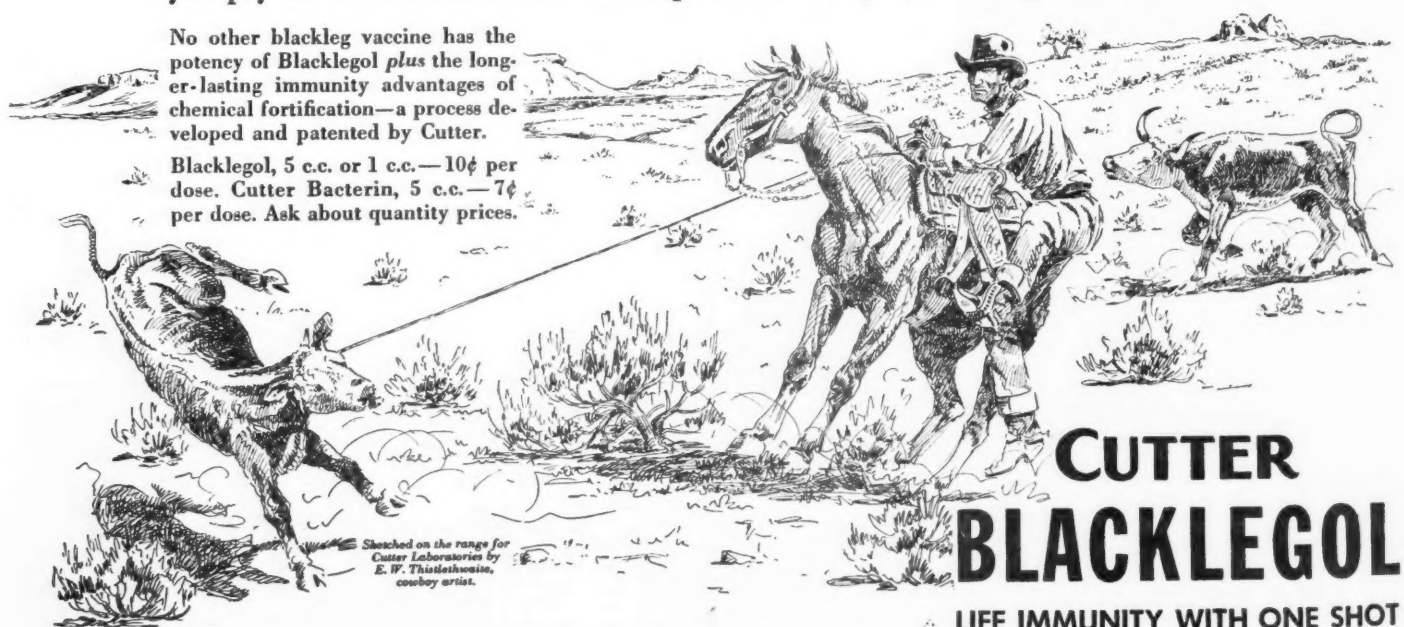
5. Final argument to obscure the real nature of the program was for a long

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time given great prominence; namely, that the agreements were a means of preserving the peace of the world. That argument has not been heard much since September 1, until the President revived it in his message to Congress last week; but, if the opposite had been claimed, it would have forecast events more clearly.

As a matter of fact, the outbreak of war has revealed the administration policy as obsolete and ineffective an economic weapon as the bow and arrow would be on a modern battlefield. The only world in which this program would work is a world wholly at peace, a world of stabilized exchanges, a world of uniform wage and price levels—standards of living. Instead of that, we have war, with its violent dislocations of trade, a fresh collapse of currencies, destruction of living standards in the belligerent and near-belligerent countries, and no indication of the outcome, save that it will be tragic. This is the world economy to which the administration spokesmen have boasted of linking us. We want none of it, and the stronger the wall we can build between us and it, the better for us and ours.

In the agreements which have been made, there have been approximately 1,100 tariff rates reduced, 100 items bound on the free list, fifty bound against increase, and not one tariff rate raised. About 200 agricultural tariffs have been reduced, although, in the campaign of 1932, said Mr. Roosevelt:

"I do not intend that such duties shall be lowered."

Before leaving the subject of the trade agreements let me give you a few figures from official data—just a few high spots:

For the years 1935-38, inclusive, the trade agreements act was in operation. Comparing the yearly average of exports and imports in this period with 1934, when the act was not in operation, official figures disclose that—

All merchandise—exports increased \$654,000,000, or 31 per cent;

All merchandise—imports increased \$720,000,000, or 44 per cent;

Agricultural—exports increased \$62,000,000, or 7 per cent;

Agricultural—imports increased \$495,000,000, or 45 per cent;

Industrial—exports increased \$591,000,000, or 49 per cent;

Industrial—imports increased \$225,000,000, or 41 per cent.

For the first eight months of 1939, which was prior to the European war, compared with the first eight months of 1934—

Agricultural—exports declined \$60,000,000, or 11 per cent;

Agricultural—imports increased \$203,000,000, or 29 per cent;

Industrial—exports increased \$586,000,000, or 73 per cent;

Industrial—imports increased \$507,000,000, or 41 per cent.

This increase of \$200,000,000 of agricultural imports in eight months is at

the rate of \$300,000,000 a year. Seventy-five per cent of these commodities are directly competitive with our own production. They represent the production from 11,000,000 acres of good farm land figured at \$20 an acre.

The quantity imports of all commodities upon which tariff rates were reduced increased 123 per cent between 1934 and 1937, the latest year for which I have this data.

Competitive agricultural imports increased 61 per cent in 1938 compared with 1932, while non-competitive ones increased 28.8 per cent.

In the first ten months of 1934, cattle imports were 53,566 head, in 1939, 664,339. Canned beef imports were 35,000,000 pounds in 1934 and 78,000,000 pounds in 1939.

The figures speak for themselves and demonstrate that, so far as finding increased markets for American farm products is concerned, the program has failed. Administration theorists assert that the quantity imported is such a small proportion of our total requirements that it has no bad effect on the income of our producers. But every informed producer knows that it is the continued offering at lower prices that bears down the market rather than the quantity really imported. Income depends upon volume of sales and unit price. Imports of competitive commodities help neither for the American producer.

Does the administration claim that re-

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Whatever your need, if it can be satisfactorily controlled with a vaccine or serum, Cutter makes it—and remember, if it's a Cutter product it's *reliable*. Cheapest to use in the long run!

CUTTER CHARBONOL

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Cutter anthrax products have been the standard since the first anthrax vaccines were produced in this country. Now Charbonol—like Blacklegol, a chemically precipitated vaccine—gives practical, economical one-dose protection.

Its special chemical fortification, developed by Cutter, holds this vaccine longer in the animal's tissues. Full 2 c.c. dose—easier, more certain, to administer than fractional c.c.'s. Use Charbonol!

CUTTER ABORTION VACCINE

Produced from the famous Strain 19 of the United States Bureau of Animal Industry. This potent vaccine is recommended for the treatment of four to eight months old calves in infected herds, and produces a high long-lasting immunity.

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killer you ever used

Use KRS as a paint after dehorning, as a repellent for wounds, tick bites, saddle galls, etc. or in treatment for infested wounds. If in your judgment KRS isn't far better than anything you ever used, return the can to your Cutter Distributor for full refund of your money.

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or clean it up with

CUTTER PULMONOL

Chemically precipitated—like Blacklegol and Charbonol—Pulmonol's immunizing substances are slowly released after injection. Therefore the animal uses the entire dose instead of eliminating a large part of the dose, as frequently happens with non-precipitated vaccines.

Use Pulmonol! Keep your herd clean of coughs, running noses, fever, symptoms brought on by long drives, shipping, severe changes in weather, etc.

Positive seasonal protection
against horse sleeping
sickness

Cutter's Encephalomyelitis Vaccine (Chick) is so potent that it protects test animals which later have the living disease virus injected directly into the brain—a far more severe test of the vaccine than occurs in the field.

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Honorable Harry B. Coffee, member of Congress from Nebraska

duced tariffs on agricultural products increase the prices to American farmers? I for one should like to have them be specific on that.

In conclusion, I shall summarize now my views of the problem and state what I think a constructive program for agriculture and foreign trade must embrace. It is essential, however, that this program, or, for that matter, any farm and foreign trade program, must be administered by a competent and efficient administration in Washington. Much of it could have been realized under existing law with an administration sympathetic with its objectives instead of one whose intent seemed to be to pervert its purposes.

The principal problem is maladjustment between industry and agriculture and between foreign and domestic prices and wage levels—living standards. So long as we keep agricultural prices on export crops tied to world price levels, this problem will be with us, unless we submerge the farmer and industrial worker to the wage levels and living standards of foreign countries. This should not, and cannot, be done. This condition can be obviated in large part, I think, if we are willing to change the emphasis from production control, as promoted by the national administration and which only nature can control, to marketing, which man can and does control.

To accomplish this—

1. We should restrict and regulate to domestic needs imports of foreign products, both agricultural and industrial, whenever prices are below decent American prices, as represented by parity prices or cost of average American production, whichever is higher and more workable. The objective is to give the full benefit of the American market to

our producers, agricultural and industrial, to the fullest extent of their ability to supply it. (We should act in this direction at once—in the present session of Congress when the trade agreements act is presented for renewal. Congress should reassert its constitutional control over tariff questions by requiring that all trade agreements, present and future, be submitted to specific congressional approval. Failing such approval, Congress should terminate them, as provided in the termination clauses of the agreements themselves—usually a matter of six months notice. At the same time, Congress should provide that, whenever specific commodities are selling below parity in the American market, all importations of such commodities should be suspended until parity or American cost of production on the commodities in question has been re-established. As to agriculture, a bill to effect this, H. R. 7590, was introduced in Congress on October 19, 1939, by the Honorable Roy O. Woodruff, of Michigan, and I commend it to your attention. These are necessary first steps to the formulation of a long-range program in the interest of American agriculture. They should be taken without delay.)

Once the principle of full protection of the American market is established—

2. We should encourage production in this country of products now imported and stimulate industrial uses for these products and for products now being produced here.

3. We should limit, as far as possible, the operation of the commodity exchanges to domestic transactions at domestic price levels, thus insulating our markets against the lower prices quoted in other countries where wage levels and living standards are lower than ours. (If separate exchanges are required to serve foreign markets let them be created.)

4. We should, if necessary, compel payment to farmers by handlers or processors of an American price for American consumption of our principal export crops such as cotton and wheat, disposing of the remainder after all domestic requirements are filled, through negotiations with foreign nations, country by country.

To accomplish this we have several methods from which to choose.

Most if not all of the nations of the world, except the United States, have accepted this principle, although their methods differ. Their experience has demonstrated its necessity for their self-preservation. On the other hand, this administration has refused to consider such procedure even when highly desirable opportunities were presented.

How can we control the economic or political policies of the rest of the world? The answer is we cannot. But we can attend to our own affairs and mend our own fences, economic and political.

5. We should encourage soil conservation for its own sake as distinguished

from its use as a device to attempt to control production, and administer it through the land grant colleges or other suitable state agencies, with the federal government's co-operation and financial assistance.

6. We should encourage development of co-operative marketing to the full. It is not a cure-all, but your own experience shows how helpful it can be.

7. We should reorganize the Tariff Commission into a real foreign trade board and make it responsible, under direction from Congress and the President, for policies of foreign trade and financial transactions, as distinguished from diplomatic activities, and we should compel bookkeeping records with each country. (The activities of the State Department should be confined to diplomatic and political matters—its traditional sphere.)

8. We should keep what is good of existing legislation, amending it where necessary to include the foregoing, and improve other provisions which may be improved; for example, co-operative insurance, commodity loans, financing for farmers, purchases for relief, and in other respects.

The result, I think, would be a vast saving in the appropriations by Congress, not only for the farmer, but for relief and for other purposes.

If our farmers had such a program and an administration which would aggressively administer it, I believe they would be able and willing to absorb a large part of the government cost of removing excess supplies, which is for their benefit. They have always questioned the wisdom of the extravagant expenditure of money by this administration. They know what taxes mean to them.

I still say that my interest in politics is for agriculture, not in agriculture for politics.

The welfare of agriculture is of more importance to the nation than that of any political party or of any administration.

Give the country the truth and then we can see whether or not the country wants to "mesh our domestic economy into world economy," thus submerging our producers, agricultural and industrial, into the peasantry and serfdom of much of the world.

This administration has had its chance. The record speaks for itself.

We must replace theorists with realists, inconsistency with consistency, incompetency with ability, fiction with truth—and the time is now.

COFFEE CLAIMS SENATE SHOULD RATIFY PACTS

I KNOW OF NO LEGISLATION coming before the present session of Congress in which the live-stock industry is more deeply concerned than the resolution now pending to extend the life of the Reciprocal Trade Agreements Act.

AMERICAN CATTLE PRODUCER

Hearings are now being held by the Ways and Means Committee on this measure. This resolution would extend for three years the life of the Reciprocal Trade Agreements Act, which authorizes the President to negotiate trade agreements with foreign countries, to lower the tariff on any item to the extent of 50 per cent, and to extend these concessions to all countries not discriminating against our trade. In view of what has been done and what may be done in the future, it is my firm conviction that in order properly to protect agriculture, and particularly the live-stock industry, this act should be amended to provide for Senate ratification of all future trade agreements.

By virtue of this Reciprocal Trade Agreements Act, Congress has delegated vast power to the President, who in turn has delegated that power to the Secretary of State. Because of the detailed complexities and ramifications of tariffs, the Secretary of State has of necessity largely delegated this power to a secret committee representing the Tariff Commission, the Departments of State, Agriculture, Commerce, and the Treasury. No elected representatives of the people participate in the deliberations or in the promulgation of the list of items upon which tariff concessions are to be granted to foreign countries.

In general, this is the procedure. Negotiations with foreign governments are carried on through the State Department with a view of arriving at some basis upon which a trade agreement may be consummated. Before the agreement is finally made, the State Department announces that a trade agreement is under negotiation with a certain foreign government and lists the items on which the United States proposes to grant tariff concessions. The Committee on Reciprocity Information, a departmental committee, has been set up to hold hearings on the proposed trade agreements. Announcement is made of the dates of the hearings, and those interested are permitted to be heard. Senators, congressmen, and others representing the various industries affected under these trade agreements feel that their protests are not given sufficient consideration and that what is said before the Committee on Reciprocity Information has little effect upon the men who are actually revamping the tariff schedule. These hearings are often referred to on the "Hill" as a convenient place for those opposing concessions to "blow off steam."

However, last October, when the hearings were held on the proposed Argentine trade agreement, enough steam was turned on the Committee on Reciprocity Information to suspend action, at least temporarily, on that agreement and the one with Uruguay. About thirty-four senators and congressmen, almost equally divided as between Republicans and Democrats, made vigorous protests at the hearings. Senator O'Mahoney, of



"If the railroads are so good — why aren't they rich?"

THAT'S a sensible question, and we'd like to answer it, because business success in these United States is judged pretty much by whether or not you're able to make money.

But when you talk about the railroads you have to deal with two kinds of success that don't have much relation to each other.

On the one hand is *operating* success.

That includes, for instance, *safety*, and on this score the American railroads have the finest record in the world.

Or it includes *ability to handle the traffic* and in 1939—when records of grain receipts for a day, for a week, or for a whole season were again broken at important markets in both the winter and spring wheat belts—the railroads handled the job without a sign of car shortage.

Or it includes *speed*—and the railroads in the past twenty years have stepped up freight speed by more than 60%—with similar improvements in passenger schedules.

Or it includes *cost of service*—and the railroads today haul a ton a mile at an average cost that's about the same you pay for a penny postcard.

But when it comes to *financial* success—you run into this situation:

Railroads meet all their own costs and help support the government as well. They operate under the strict control of rules and regulations built up over the past 50 years on the theory that they are a monopoly, but actually they compete with other forms of transportation which are promoted and subsidized by government.

The effect of such inequality is to decrease railroad traffic and reduce railroad earnings.

There is no question of the railroads' ability to do the job for farmers or for the nation from an operating standpoint.

From the standpoint of earnings, all they need to make a living is a fair chance to meet other forms of transportation on equal terms.

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A FAIR FIELD.
NO GOVERNMENT FAVOR
IN TRANSPORTATION



James E. Poole, market analyst

Wyoming; Senators Adams and Johnson, of Colorado; Burke, of Nebraska; and Connally, of Texas, were among those who made effective protests.

While negotiations on the trade agreements with Argentina and Uruguay have been suspended, I fear that it is only a temporary suspension until Congress passes the resolution to extend the life of the Reciprocal Trade Agreements Act.

At the close of 1939, twenty-one trade agreements had been concluded with the following countries: Cuba, Brazil, Belgium, Haiti, Sweden, Colombia, Canada, Honduras, Netherlands, Switzerland, Nicaragua (tariff concessions no longer effective), Guatemala, France, Finland, Costa Rica, Salvador, Czechoslovakia (suspended), Ecuador, United Kingdom, Turkey, and Venezuela.

Tariff Reduced on 1,000 Items

In the foregoing agreements, the United States has reduced the tariff on more than 1,000 items. It has agreed not to increase the rates on about 100 items and has agreed not to place any duty on approximately 150 other items. It has reduced three excise taxes and has agreed not to place quotas on hundreds of products. On many others, the United States has agreed not to impose any internal tax. Such is the power that Congress has delegated to the executive branch without so much as requiring congressional approval before concluding the agreements.

Tariffs have been reduced, and consequently importations encouraged, on the following agricultural commodities:

Heavy cattle (quota), calves (quota), pork, bacon, hams, etc., milk and cream (quota), cheddar cheese, eggs, honey, oats and oatmeal, rye, barley, various feeds, apples, berries, cherries, pineapples, raisins (seedless), various grass, garden, and field seeds, white potatoes (quota), turnips, maple sugar and sirup,

wrapper tobacco, cigarette tobacco, cane sugar (Cuba only).

At present, there are three trade agreements pending upon which hearings have already been held. They are with Argentina, Uruguay, and Chile. The proposed Argentine and Uruguay agreements are practically the same, and the following agricultural commodities are listed for tariff reductions: canned beef, pickled or cured beef and veal, tallow, hides, oleo oil and oleo stearin, corn, turkeys, casein, cheese, flaxseed, vegetable oils, dog food, grapes, pears, and coarse wools. In the proposed Chilean agreement, beans and peas are listed.

The proposed Argentine and Uruguay agreements present a greater threat to agriculture, and the live-stock industry, in particular, than any of the agreements that have so far been proposed. In making my protest before the Committee on Reciprocity Information when hearings were held on the proposed Argentine and the Canadian trade agreements, I contended that there could be no justification for reducing the tariff on competitive agricultural commodities when millions of dollars from the federal treasury were being spent in reducing production and in subsidizing the exportation of our domestic surpluses.

Unless the American market can be preserved for the American farmer and live-stock producer to the extent of their ability to supply it at a fair price, agriculture will not receive its fair share of the national income. Agriculture is the biggest business in the United States today. The value of all farm lands and buildings exceeds \$32,000,000,000. The live-stock industry is the most important phase of agriculture. In 1938 the total cash farm income, excluding government payments, according to the Bureau of Agricultural Economics, was \$7,538,177,000. Of this, the sale of live stock and live-stock products accounted for \$4,384,969,000. In other words, live stock and live-stock products accounted for 58 per cent of the total national cash farm income.

During the last decade, agriculture has received only an average of about 10 per cent of the national income and yet has been called upon to feed, house, clothe, and educate 31 per cent of the youth of this country. It will be impossible to maintain the American standard of living unless agriculture, labor, and industry are accorded tariff benefits equal to the difference in the cost of production at home and abroad. Competitive agricultural imports are increasing, while our total agricultural exports are decreasing. For the first nine months of 1939, our imports of competitive agricultural products amounted to \$389,000,000, as compared with \$364,000,000 in 1938. Our total agricultural exports during the first nine months of 1939 amounted to \$418,000,000, as compared with \$602,000,000 for the same period in 1938.

Industrialization at Farm Expense

A study of the export trade of the United States over a long period of time will clearly demonstrate the trend of industrializing the United States at the expense of agriculture. In 1922 our total exports amounted to \$3,765,000,000. Agricultural products accounted for 50 per cent of these exports. Between 1926 and 1930, agriculture's share of the exports averaged only 36.1 per cent and non-agricultural products accounted for 63.9 per cent. Since that time, agriculture's share of the total exports has continued to decline and the portion of non-agricultural products has continued to increase. In 1938 we exported a little over \$3,000,000,000 worth of products, of which only 27.1 per cent was agricultural. During the first eleven months of 1939, agriculture's share of our total exports amounted to only 20.9 per cent, as compared with 79.1 per cent for non-agricultural products. These figures are very disappointing to those who had hoped the reciprocal trade agreements program would give agriculture a greater share in our export trade.

In 1938 our total imports from foreign countries amounted to \$1,950,000,000. Agricultural commodities accounted for 46.4 per cent of this total, more than one-half of which were competitive. Of this total, \$1,183,000,000 worth of commodities entered this market free of duty. It would seem that, when we import more than \$1,000,000,000 worth of duty-free articles a year, some bilateral trade agreements might be entered into that would facilitate the exportation of our surplus agricultural commodities such as cotton, wheat, and pork products. Under bilateral agreements, the trade is made directly between two countries without extending the concessions to other nations.

While the objectives of reciprocal trade agreements are commendable, too often pressure from foreign countries and certain industrialists has dictated terms inimical to the best interests of American agriculture.

Under the trade agreement entered into with Canada, as revised in January, 1939, a great many United States duties on agricultural products were reduced. As you know, the tariff on cattle weighing over 700 pounds was reduced to 1½ cents per pound, as was also the tariff on calves weighing less than 175 pounds. While quotas were established to mitigate the effects of this reduction, importations of cattle nevertheless have been encouraged. Although Canada made certain concessions to obtain such reduced rates, under the unconditional most-favored-nation clause, Mexico automatically received similar benefits, in spite of her policy of expropriating American-owned oil properties and her increased tariff against American exports.

During the first eleven months of 1939, we imported 454,320 head of cattle

AMERICAN CATTLE PRODUCER

from Mexico and 270,030 head from Canada, making a total of 724,350 head. This compares with the total of 384,876 head imported during the same period of 1938. The reduced rates in the Canadian agreement, while not applicable to all these cattle, have encouraged increased importations and probably will encourage production of cattle in Canada and Mexico for sale in the United States. Had it been necessary for this trade agreement to have been ratified by the United States Senate before it became effective, there is little doubt that the agreement would have contained any provision for the reduction in the tariff on cattle and certain other competitive agricultural products. Under the unconditional most-favored-nation clause, when concessions are made to one country, they are automatically extended to every other country not discriminating against our trade. Germany is the only country today that is not enjoying the benefits of the concessions made in these trade agreements.

It should be noted that, if the proposed Uruguay trade agreement, which is practically the same as the proposed Argentine agreement, is concluded, Argentina will receive all the benefits that would accrue to Uruguay without having to make any concessions to the United States.

I am glad to say, however, that negotiations on this trade agreement have also been suspended, although the threat of such agreement being later concluded is still present. If the bill now pending in the House is amended to provide for Senate ratification of these trade agreements, you can be assured that the live-stock industry will be amply protected.

During the first eleven months of 1939 we imported, principally from Uruguay and Argentina, over 80,000,000 pounds of canned beef, which is about the equivalent of 400,000 steers weighing 1,000 pounds each. The 6-cent tariff now provided on canned beef has been insufficient to prevent foreign countries from monopolizing our domestic canned beef market. Yet it is proposed in these two agreements to reduce this tariff. A 1,000-pound Argentine steer when dressed, boned, corned, and canned will weigh approximately 200 pounds. At six cents a pound, this tariff protects the American live-stock producer against such Argentine steers shipped here in the can to the extent of only \$12 a head. The ocean freight rate before the present war from Montevideo, Uruguay, to New York City on canned beef was only \$7 a ton, or about 35 cents per cwt. In other words, a 1,000-pound Argentine steer could be canned and shipped to New York for about 70 cents. This is less than your freight rate from Denver to Omaha. The need for tariff protection for the live-stock industry becomes more apparent when it is realized that

(Continued on page 41)

POOLE GIVES POINTERS ON THE MARKETS

I CAME OUT HERE UNDER PROTEST, but I now withdraw that protest after hearing that talk by Mr. Peek. It is a long way here from Chicago, but it is not so hazardous a trip as it was fifty years ago. But I feel that I have been fully repaid for coming out.

There is an old gag around every police station in the country about a copper who came in and said to the sergeant at the desk:

"There's a dead horse over on Kosciusko Avenue."

"Make out a report on it," the sergeant retorted.

The policeman grabbed a bunch of report blanks and started to write, but he repeatedly tore each one up and finally said to the sergeant:

"How do you spell Kosciusko?"

"You took the Civil Service examination, now you make it out yourself," the sergeant replied.

A few more tries and a few more blanks torn up by the copper; then he opened the door and started to leave. "Where are you going?" the sergeant said.

Said the copper: "I am going over to pull that horse over on Lawrence Street."

When the subject of "Slants on the Market" was suggested as a title for my talk, I said to someone: "Give me a forecast of the cattle market ten years from now." If you start in ten years from now, you do not run any risk of being caught. If you forecast the market for the next thirty days, you will be tripped up. Nobody knows what will happen. We can guess on production, we can guess pretty wildly on the question of production; but as to prices, well, that cannot be done.

I was up in Wisconsin hunting deer last fall. We were forty miles from no-

where, and it was dirty weather. We had a Negro who was scrubbing up the floor, and somebody asked him what kind of hunting weather we were going to have for the next week. The Negro said: "If Ah could answer damfool questions like dat, Ah would not be doin' dis work." And if I could answer the questions about what the hog or the sheep or the cattle market will be next week, I would throw out the radio and go out and make real money. This country is full of trade forecasters and dopes, and forecasts go out of Chicago by the millions, and the boobs buy them. Barnum said one fool is born every minute. But he was wrong. Several thousand are born every minute.

Last year feeder cattle demand was so small and corn so cheap that the fellows hung onto their cattle, put excessive weight on them, and the result was that we had a burdensome supply of weight the latter six months of the year. Those cattle have been liquidated. Occasionally we get a load now that has been fed five or six months, but most of them have had the nose bag 100 days. During the past six weeks, a wave of liquidation has been going on, and nothing can stop it.

A week ago no cattle were being bought under \$9. Where are they now? Cattle fed since last September are selling around \$8 and \$8.50. Cattle fed about six or seven months are selling at \$11 or \$12, and right in the \$10 or \$11 brackets there are not enough cattle for a one-seated buggy. The report is out that cattle are selling at \$12. That is right. But it is deceptive, because a raft of cattle is being bought—short-feds—from 1,200 up to 1,700 pounds at 8 and 8½ to 9¼ cents. So the whole picture has been changed, and of course in a little while these heavy cattle will disappear.

We are now in a run of short-fed cattle. They will be liquidated. A buying

G. W. Evans, Magdalena, New Mexico; President John Arnold of the Montana Stock Growers' Association, Birney, Montana; B. L. Dollard, Gunnison, Colorado; Secretary Russell Thorp, Wyoming Stock Growers' Association; Evelyn Warming, of the national association's office; President Sam Hyatt, Wyoming Stock Growers' Association, Hyattville, Wyoming; Jim Godard, Denver.



spree took place last summer and cattle were bought regardless of prices. A speculator would come along and buy cattle at Omaha or Chicago and bring them to Illinois or Iowa and make \$1 to \$1.50 a hundred, and he would do it in three or four days. But the people got loaded up. They bought them at prohibitive prices. Now they have had their drunk, and that has been followed by a headache. Our depreciation was really the headache that followed the drunk. We get them periodically but we don't have them perennially.

The margin a year ago on feeders was \$2 to \$2.50, the top selling at \$13 to \$13.50, and none was bought under \$9. They are now \$8 to \$8.25. Corn was cheap, so money was made. Now, the West has gone into winter quarters. What the market is going to do is anybody's guess. I am of the opinion that the bulk of this crop of short-fed cattle is going to be liquidated. Whenever the word goes out from Chicago or any other market that they have had a 10- or 15-cent advance, in come the critters. Last Monday we had a steady market with an advance of 25 cents on the upper grades, but it did not mean anything. Tuesday morning every truck in Illinois, Wisconsin, and Iowa was at the stockyards, and it took five hours to get those cattle unloaded. Seven thousand were brought in. It was the same way with hogs. They were up 25 cents on Monday, and the next day trucks brought in 20,000 hogs.

The market is peculiarly sensitive to the radio and truck. You can get a truck movement in a very short time. I went up Monday on top of the Exchange Building at Chicago and radioed that we had a steady market with a 10- to 15-cent advance on the upper grades of cattle, which had become abnormally scarce. That started a run. Tuesday there was demoralization. Wednesday the animals could not be cleared. And that took off 50 to 75 cents. But I am not responsible for that radio. I am like the Negro preacher who preached a sermon to the effect that the water of salvation was free. Then he passed the collection plate. A member of the congregation asked the preacher if he had not just said that the water of salvation was free. The preacher replied, "Yowsuh, de water of salvation am free, but Ah is de hydrant."

I know the radio exerts a peculiarly speedy effect upon truck movement. Trucks are ready for use around the towns, and when word comes that there is a good market they are all there. That has upset the stability of the market, and it accounts largely for these erratic up-and-down movements. Of course, the man who has one car of these cattle a year and gets in on a bad market is broken up. If he is a big feeder and can string it out over several weeks, he may stand it. About half the movement in the Corn Belt now is by truck; the other half by rail.

I am making this explanation to show why the market has been so wild. We are going through a period of relatively low prices, compared with last year. Cattle have been bought high, and the price of corn has advanced. When they could have made a gain on a steer at 8 cents a pound, they would hang on.

But no two years are alike. If you have a high market at a certain period of this year, don't shoot for that same market next year, because nearly everybody will do that, and that upsets the course of trade. This fall we will have a good market for prime heavy cattle. The common, plain bred cattle are not wanted. The day of that kind of steer is gone forever. The market has gone on an elastic basis. Every morning buyers go looking for steers under 1,000 pounds, and, if the critter weighs 1,100 pounds, they won't look at it. And they want heifers weighing 650 to 750 pounds. That is the trend of consumption. But it is not the trend of production, and during the past six months we have been overloaded with big cattle. We were overloaded in 1937-38. At a certain time last year, if we had a high market, the feeders would say that that is a good market to shoot at this year. However, if we have a high market this fall, let heavy cattle alone next fall.

I see by the latest emission from Washington that we have 12 per cent more cattle in the Corn Belt—the eleven states—than we had last year. We have 19 per cent more in the western states. Of course, the big volume is in the Corn Belt. Frankly, I take those figures with a grain of salt. I know the boys who get them up. The figures are only percentages, and the most deceiving things in the world are percentages. I had a friend who is in the automobile business tell me that he sold 300 per cent more automobiles last December than he sold in December, 1938. He sold three automobiles in 1939 and one the previous year. That's a mild sample of how deceiving percentages are. No matter how many underground or overground wires

they have in Washington, they cannot tell you accurately about these things. Last January the increase was to have been 12 per cent—that is, the number of cattle on feed—and by the first of April it was raised 2.15 per cent. However, the kill was 15 per cent less than in the previous year. We killed only 9,446,000 cattle for the full year last year. That was 3 per cent less. Four years ago we killed 10,972,000 cattle under federal inspection. So last year's kill shows a decrease of 536,000 in four years. We did kill more weight last year, but our slaughter has been steadily decreasing, and this year we will not get the weight.

Last year we put in more light cattle. Prices were high and little calves were bought—Mexican calves and others weighing 250 pounds—and heavy steers were not put in. In the first place, the crop of two-year-olds from the West was not to be had. Those that were fat the packers grabbed. So the whole crop went in light. At Kansas City the output was about 80 pounds less per head than in the year before, and that included everything. At least 50 per cent of those cattle will not be ready until the latter half of the next year.

The little cattle are running through the winter on a little corn, will be turned out in the spring to get a cheap gain, and then put on full feed when the new corn is ready next year. That is one of the new things in beef-making.

This year's receipts will be spread out, and I look for a midsummer gap. I look for these cattle to come in when they get up to 1,000 pounds. I take in a great many feeders' meetings every week. They have a habit of giving banquets—killing a steer and inviting people to come out and talk to them. I find that what we cannot get through their heads is why should weight be under a ban. They always want a few prime heavy cattle for the New York kosher trade and some of the fine heavy cattle for the Boston trade. The old-style Boston steer weighed 1,400 to 1,500 pounds. But, they just won't buy them any more. One man kept his cattle four years, until they weighed 1,500 pounds. He got \$8.50 for them. He said that, if he had charged the hundreds of people who came to see the cattle, he would have been better off.

A plain bred steer should not be carried over 1,150 to 1,200 pounds. Just go to a high-school commencement and see the youngsters coming up to get their diplomas. They all look pretty. But go and see them at an alumni meeting forty or fifty years later, and what do they look like? It is the same way with a steer—the older he gets, the less you care to look at him. The older he grows, the more like a monkey he becomes. He shows his most objectionable part.

I was down at the La Salle Hotel in Chicago the other night at a cutting demonstration. A Swede cutter came in with a butt, and cut sixty restaurant steaks out of fifty pounds. He displayed them on the aluminum plates, took his



bow, and walked off. I called him back and said to him, "Those are not steaks, they are only scraps." He said, "Well, if they kick about it, give them another scrap." A little beef is being made to go a long ways. The truth of the matter is that this inferior beef is being worked, and beef is handicapped as no other meat is. It has no advertising. You just buy it. I picked up two Chicago papers last night and saw the ads of two big markets in Chicago: "Stop and Shop." And another big one. I can't recall the name right now. There was a raft of advertising in these Chicago papers, but most of it consisted of poultry, chickens, turkeys, and so forth, and there was just a small space devoted to beef. And beef was not advertised but only trash, because it was advertised at 15 and 16 cents a pound. We all know you cannot buy beef at that price.

A person can buy two pounds of pork at the price of one of beef. One of the reasons is that the stores exploit what they can get the most profit from. One of the reasons for our demoralizing cattle market lately has been 5-cent pork, or, rather, the 5-cent hog market. Wallace was going to regulate hog production, as we have heard so many times, through the corn crop. But he has not been able to regulate the corn crop as yet. An official of Swift and Company said the other day that "You can walk on the backs of hogs from Chicago to Omaha." Hogs are everywhere. Even in Alabama the hog enthusiasm runs riot. Corn has gone up and it is hard to buy corn under government parity prices. The feeding of a lot of little hogs is glutting the fresh pork market and killing the meat market. When you get the markets full of cheap hogs, it hurts the beef and lamb market. The Department of Agriculture says, "We are going to cut our hog production." But more pork is being eaten than ever before, and packers are sending out literature about the enormous increase in our meat production and how they are making an outlet for it. They are making an outlet for it at low prices. But it is not beef and lamb. It is pork. The American people are pork eaters. But they are overdoing it. I do not think that anybody has devised ways and means of controlling these spasmodic increases in our pork production.

Hogs are down at the present time. The spot demand is nothing. Canada is taking a few light hogs, and that is about all. Of course, if this European war continues, we will have to send an enormous tonnage of lard and hog meat to Europe. We cannot send beef. We don't sell any beef to the fighting nations. During the World War we did not send any beef to Europe until the United States got in. All the South American canned beef that they want can be had.

I have an idea that cattle will be low for some time, but the latter half of the year should uncover a higher market.

(Continued on page 40)

ASSOCIATION DOINGS

RESOLUTIONS ADOPTED BY THE Highland Hereford Breeders' Association meeting on January 6 at Marfa, Texas, included: (1) Request that the \$50,000 limit on individual loans made by the Federal Land Bank be raised to \$100,000; (2) request that the Federal Land Bank at Houston be authorized to accept payment on a 4 per cent basis of present loans made at over 4 per cent; (3) opposition to the Patman legislation taxing chain stores; (4) opposition to such agreements as the Argentine foreign trade pact; (5) request that the Secretary of Agriculture study live-stock rate structure, "with a view to determining what action might be taken toward instigating an investigation before the ICC." George Jones, Marfa ranchman, was re-elected president; A. J. Hoffman, secretary-treasurer; and Hayes Miller, vice-president.

SAN LUIS VALLEY SALE SUCCESS

Quality and number of animals sold at the annual calf sale and winter meeting of the San Luis Valley Cattlemen's Association at Alamosa, Colorado, on January 9 surpassed those of last year, with a consequent increase in the American National Live Stock Association's share in the proceeds of the sale. A banquet, at which Lawrence F. Mollin, of the American National, principal speaker, discussed reciprocal trade and various problems of the cattle industry, followed the sale. A dance wound up the meeting. Attendance, in spite of biting cold, was reported good.

SOUTH COLORADO GROUP MEETS

Principal speaker at the semi-annual banquet and dance of the Southern Colorado Live Stock Association, held at Trinidad, December 29, was F. E. Mollin, secretary of the American National Live Stock Association. Others appearing on the speaking program were Roy C. Best, of the state penitentiary, and Lawrence F. Mollin, of Denver. Harry Beirne, of Trinidad, is secretary of the Southern Colorado association.

BROADER PROGRAM FOR BANG'S

Broader plans for a Bang's control program in the north Atlantic states were advocated at a meeting held on December 20 at Springfield, Massachusetts, under auspices of the animal health committee of the American Society of Animal Production. The group, including cattle breeders, state regulatory officials, and breed association representatives, was unanimous in the opinion that calfhood vaccination has a definite place in Bang's control work. The conference expressed belief in the continuation of the present test and slaughter program for those who elect

to follow it, but recognized that, "due to various reasons, including its high cost to breeders and to the government, we appreciate its limitations and advocate that careful consideration be given to putting into effect a supplementary control plan." It was advocated that calfhood vaccination be given official recognition by the departments of agriculture of each of the north Atlantic states.

LARIMER COUNTY CALF SALE

Secretary Wesley Swan of the Larimer County Stock Growers' Association reported outstanding attendance at that organization's calf sale on January 6 at Livermore, Colorado. Secretary Swan furnished concrete evidence of a successful sale when a day or two later at the offices of the American National Live Stock Association he handed to that body's secretary a check to take care of Larimer County's part in the financial support of the National.

CALIFORNIA LOCAL MEETINGS

Calaveras Live Stock Association members, meeting in San Andreas, California, urged that the local fair district set a closed class for local live-stock exhibitors, because otherwise "conditions prevailing on local ranges at fair time place the local stockmen at a disadvantage in exhibiting their product." . . . At the recent meeting of the Amador-El Dorado (California) Live Stock Association, reported as one of the largest in years, speakers included President Hugh Baber, Secretary John Curry, and Clyde Harris of the California Cattlemen's Association; Forest Supervisor Ed Smith; Farm Advisor Ivan Lilly; and Louis Rozzini, of Clements, head of the state Farm Bureau live-stock department. . . . Speakers at the semi-annual meeting of the Monterey County Cattlemen's Association, held at King City, California, December 4, 1939, included President Hugh Baber and Clyde Harris, of the CCA. . . . At the annual meeting of the Fresno County (California) Cattlemen's Association, held recently, Sig Hobler was re-elected president. Other officers chosen were: Bob Johnson, of Del Piedra, secretary-treasurer; Jay Evans, of Dunlap, vice-president; and John W. Simpson, of Sanger, purchasing agent. . . . Plumas-Tahoe Cattlemen's Protective Association members, holding their annual meeting at Bangor, California, heard Clyde Harris of the California Cattlemen's Association cattle protective service report that a recorded brand does not apply to the whole state, but only to the county in which it is recorded and the counties directly adjacent. . . . The Humboldt County Stockmen's Association, meeting at Eureka, California, re-elected Joe Russ, Jr., president; Russell Hunt, vice-president; and La Loie Weigle, secretary-treasurer. Speakers included President Hugh Baber and Secretary John Curry, of the CCA; L. W.

Fluharty, University of California; Ranger George Brown; Neal Rahm of the Trinity National Forest Staff. . . Re-elected at the annual meeting of the Tehama County Cattlemen's Association, held at Red Bluff, California, was, Sam Ayer, president, and Roy Owens, California Cattlemen's Association director.

QUARTER-HORSE BREEDERS MEET

For perhaps the first time in history a large group of the Quarter-Horse breeders of the West will meet at the Fort Worth Exposition and Fat Stock Show (March 8-17). The Quarter-Horse has been popular in the western states since the Civil War. Breeders will gather from seven of the western states; namely, California, Arizona, New Mexico, Colorado, Kansas, Oklahoma, and Texas. Bearers of great names in the Quarter-Horse world are expected to be present. Such figures as Dan D. Casement, of Kansas, and his son, Jack Casement, of Colorado; George Clegg, Jim Minnich, and John Burns, of Texas; Albert Mitchell and John Zurick, of New Mexico; J. E. Browning and Rukin Jelks, of Arizona; Bill Lambert and T. R. Ricks, of California; Bert Benear and Joe Hough, of Oklahoma; and Marshall Peavy and Coke Roberds, of Colorado, are a few who are interested and co-operating in the move. For several years a number of western Quarter-Horse raisers have been working to form a registry and studbook. A year ago a small meeting was held and it was decided to hold a meeting this year and invite a hundred and fifty western breeders to form a Quarter-Horse association.

PORK PRODUCERS ORGANIZE

To launch an advertising and promotion campaign for lard and pork consumption, a new hogmen's organization, called "American Pork Producers, Associated," has been planned. It will be supported by contributions of 5 cents per hog marketed. Financed in this way, the hog producers hope to place more pork on the table of the American housewife. For the present, the new organization is in the hands of a joint committee of the National Association of Swine Records, the National Swine Growers' Association, and various state swine producers' organizations.

COLORADO MID-WINTER MEET

Colorado stockmen meeting in Denver on January 15 adopted resolutions including the following: Request law to provide "for the recognition of grazing as one of the major purposes of the law governing the use of national forests and to recognize grazing as entitled to legal protection and provide for a proper legal status of the advisory board;" request that larger proportion of grazing fees than at present be used for improvement of grazing on forests; suggestion that funds be appropriated to

carry on experimental work pertaining to animal disease, poisonous plants, and parasites; recommendation that committee be appointed to study "Shaeffer Plan" of brand inspection and sale of branded live stock, which if used would be a check on cattle sold, slaughtered, or shipped out of the state; request that Farm Credit Administration be restored to former status as an independent agency; opposition to extension of the Reciprocal Trade Agreements Act, but, if extended, urged new agreements require Senate ratification.

OPPOSES RECIPROCAL TRADE ACT

Resolutions adopted at a meeting of the Tahoe Live Stock Association at Nevada City, California, January 13, included opposition to reciprocal trade agreements unless ratified by the Senate; request for exemption of breeding stock from state sales tax; request that Taylor grazing service be transferred to the Forest Service; request that 20 per cent of forest grazing fees be set aside for range improvement instead of the present 10 per cent.

SHORTHORN BREEDERS ELECT

C. J. Broughton, of Dayton, Washington, will guide the destinies of the American Shorthorn Breeders' Association during the coming year. Warden Allen, Shorthorn breeder of Colorado Springs, was elected vice-president at the association's recent meeting in Chicago. The Allen Cattle Company, under the guidance of Mr. Allen, operates one of the largest breeding herds in the West. The American Shorthorn Breeders' Association is composed of approximately 9,000 members. It looks after live-stock transferring and other matters pertaining to the breed and handles matters of general interest to the breeders.

FIRST MEETING

At the first annual meeting of the Meagher County Live Stock Association, held at White Sulphur Springs, Montana, December 2, the following officers were chosen: President, Nels Voldseth; vice-president, Henry Lingshire; secretary-treasurer, Walter E. Buckingham. Both cattlemen and sheepmen make up the Meagher County Live Stock Association. It is an independent county organization which will co-operate and support the state's cattle and sheep associations.

NOT TOO LATE TO START PRACTICAL SET OF RECORDS

IT IS STILL EARLY ENOUGH IN the year to start a set of books. But many cattlemen do not have what they consider a good bookkeeping set. Many who do not keep full records would like to have a workable system.

There is available to cattlemen a system of records and accounts made especially for their business, adequate for the operator running from 100 to 1,000 head of cattle. The use of this book requires no posting from journal to ledger accounts, no balancing, etc. The book is as simple and practical as can possibly be made.

The author of the system, Mont H. Saunderson, studied several hundred ranch record systems before devising this book, which provides for the following financial record:

1. An inventory of equipment, establishing a value and a plan for accounting for depreciation.
2. An inventory record of live stock and feeds.
3. A journal of cash receipts and expenses, with special columns for entering the different kinds of expense and income items.
4. A pay-roll record.
5. A cash budget estimate, by months, for the coming year.
6. A record of items receivable and payable.
7. Financial summaries at the end of the year.

The following types of records of the year's operations are also provided:

1. A record of the live-stock counts, the sales, purchases, weights, etc.
2. A record of the amounts and dates of the use of feeds for the different classes of stock.
3. A record of land leases.
4. A record of the use of range.
5. The use of hired labor for different kinds of work.
6. A memorandum of weather conditions, the dates of the more important farm and ranch operations, etc.

The American National Live Stock Association will supply this book to cattlemen at cost—\$2.50. Write to the American National Live Stock Association at 515 Cooper Building, Denver, Colorado.

CALENDAR

FEBRUARY

- 8-9—New Mexico Wool Growers' Ass'n Convention, Albuquerque.
- 10-20—Arizona Cattle Growers' Ass'n Convention, Nogales.
- 21-24—Southwest Texas Boys' Fat Stock Show, San Antonio.
- 21-26—Live Stock Show, Tucson, Ariz.

MARCH

- 1-4—Fat Stock Show, San Angelo, Tex.
- 3-6—Amarillo Fat Stock Show, Amarillo, Tex.
- 6-8—Kansas Live Stock Ass'n Convention, Wichita.
- 8-17—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- 12-14—Texas and Southwestern Cattle Raisers' Ass'n Convention, Fort Worth.
- 18-19—New Mexico Cattle Growers' Ass'n Convention, Gallup.
- 23-31—Houston Fat Stock Show, Houston, Tex.

JUNE

- 4-6—Intermountain Junior Fat Stock Show, North Salt Lake, Utah.

AMERICAN CATTLE PRODUCER

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Published monthly in the interest of the live stock industry by the American National Live Stock Association Publishing Company.

515 COOPER BUILDING, DENVER, COLORADO

Subscription: One Year, \$1; Three Years, \$2.75; Six Years, \$5. Advertising Rates on Request.

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Vol. XXI February 1940 No. 9

WHAT THE WEST THINKS

EVERY PRESSING PROBLEM BEFORE the live-stock industry is dealt with in the paragraphs that follow. They are the resolutions adopted at the forty-third annual convention of the American National Live Stock Association held a fortnight ago. They represent a cross-section of the thoughts of the western cattlemen:

Economy in Government.—Resolved that patriotic Americans place welfare of country above selfish group interests and combat pressure for government expenditure not vital to essential functions of government; federal expenditures, said the resolution, are exceeding revenues, and debt has risen close to the \$45,000,000,000 limit; government cannot continue to incur deficits without eventual disaster. The resolution objected to proposed revenue raising through processing taxes or certificate plans.

Reciprocal Trade Agreements Act.—Opposed extension of Reciprocal Trade Agreements Act. If the act is extended, it should be on condition that new agreements be ratified by Senate.

Suspension of Imports to Maintain Parity.—Commended bill by Representative Woodruff, of Michigan, calling for suspension of imports of agricultural products at such times as they sell below parity on American market.

Farm Credit Administration.—Urged that Farm Credit Administration be restored to its former status as an independent agency.

Beef Grading.—Urging Institute of American Meat Packers to use influence toward thorough trial and adoption of federal system of beef grading.

Meat Advertising.—Favored increase in levy for National Live Stock and Meat Board to advertise meat and urged

packers' institute to give consideration to meat advertising.

Foot-and-Mouth Disease.—Reiterated opposition to modification of embargo applying to countries where foot-and-mouth disease exists.

Bang's Disease.—Urged Bureau of Animal Industry to expedite report on vaccine experiments now in progress and that no federal indemnity payments be made under present federal plan of testing and slaughter unless matched by states. The resolution declared that there is growing interest in calfhood vaccination as means of controlling the disease.

Calf Pneumonia.—Urged further research into methods of controlling calf pneumonia.

Public Domain and Forest Reserves.—Opposed transfer or consolidation under President's reorganization authority of Forest Service and Department of Grazing at this time. The resolution also sought, through a committee to be named, amendment of law governing Forest Service to provide for recognition of grazing as one of major purposes of act, to recognize grazing preferences as right entitled to legal protection, and to provide for legal status of advisory boards to advise with forest officials on problems of regulation.

Ten-Year Permits on Public Domain.—Asked issuance of ten-year permits to qualified permittees under Taylor Grazing Act.

Clarification of Taylor Grazing Act.—Urged Congress to adopt clarifying amendment as to whether or not under Section 2 of act, which grants Secretary of the Interior general powers, Congress authorized secretary to evade specific provisions of Section 3 relating to term permits, thereby denying stability to live-stock units dependent upon public range.

Taylor Act Districts and Permits.—Asked that recent creation of District No. 7 and proposed District No. 8 in

New Mexico and District No. 6 and proposed District No. 9 in Utah and possible diversion of money appropriated for specific purposes be investigated by congressional committee or some other impartial body.

Acquiring Land under Taylor Act.—Requested that land users under Taylor act be permitted to acquire under various provisions of act title to land improved by government agencies, should they so desire.

Unrestricted Acquisition of Land by United States.—Urged that no land located in the eleven public land states should be acquired by United States unless compensatory adjustment be made to such states to shield their tax structures.

Right of States to Select Public Lands.—Sought clarification through Secretary of Interior of various sections of Taylor Grazing Act to permit states to select public lands held under Section 15 leases, which under present rules is impossible.

Creation of National Parks.—Opposed creation of new national parks or monuments or enlargement of existing ones in western states unless approved by legislatures of states involved.

National Animal-Theft Bill.—Urged again passage of McCarran national animal-theft bill.

Uniform Instructions to Brand Inspectors.—Suggested committee to formulate plans to further co-operative and uniform instructions to stock brand inspectors.

Reciprocal Live-Stock Inspection.—Urged upon western state live-stock associations reciprocal brand inspection at central markets by interested states.

Wages and Hours Act.—Sought further clarification of Wages and Hours Act to remove all doubt of administrator as to extent of exemption granted to live-stock and meat industry and to make certain that live stock can be handled, processed, and distributed without payment of overtime penalties during



aggregate of fourteen weeks in year for each of workers employed at packing plant.

General Transportation Legislation and Preferential Rate Legislation.—Opposed many provisions of Wheeler-Lea bills, with particular opposition directed at their establishment of preferential treatment for railroad employees and railroad companies as a national policy.

Through-Routes Bill.—Urged legislation to allow ICC to establish through routes in public interest, even though some railroads are short-hauled thereby, thus avoiding present wasteful trans-

portation on account of moving traffic via circuitous routes.

Restriction on Owners' Trucking.—Urged that owner of vehicle in transporting own stock to market or bringing supplies to his ranch should not be made subject to rules and fees applicable to for-hire motor carriers.

State Barriers.—Urged unrestricted flow of farm products and supplies across state lines.

Two other resolutions expressed sympathy in deaths of members and others and thanked those helping to make the forty-third annual convention a success.

STORY OF A DEER PROBLEM

TO SOME IT WOULD SEEM FANTASTIC to class the gentle deer as a menace. He probably won't bite you. But for years deer have delicately though determinedly bitten off enough grass in some sections to bring forth damage suits and complaints from ranchers and farmers, to make range depletion and heavy winter mortality the materials for a new problem, entitled, "Deer Utilization."

In Utah a board was created to handle the situation fairly all around. The problem would be solved. Members represented the state's game department (would be made happy by increased license fees), the Utah Wildlife Federation (would be consoled by removal of only surplus deer to insure the welfare of a permanent number), the Utah Cattle and Horse Growers' Association and the Utah Wool Growers' Association (would be satisfied because they want game—but managed game), the Forest Service (would be pleased by the limiting of numbers to what the range could support, leaving watershed and range values intact), and the sportsmen (would be pleased by increasing everybody's business through making Utah America's happy hunting grounds).

This was in 1934, and it looked as though everything would be all right and promptly so; but conservationists had done their work too well. Back in 1915 deer had been scarce. "Save the Doe" slogans had accomplished their purpose to the extent of becoming a boomerang. That idea stuck so hard that people could not grasp changed conditions. The first few years of limited permits, issued by the board, were noisy with indignation meetings. Sportsmen refused to buy doe permits, or bought and tore them up. All sorts of dates and inducements were tried. It was a long drag.

The problem was one of education—a slow process. "Show-me" trips were conducted for leaders of groups and news editors. It was solved because most of those who saw the conditions under which deer must live on overpopulated winter areas were convinced of the necessity of controlling numbers.

So—as the Forest Service reports and to whom we are indebted for the above deer history of Utah—in 1939 the deer kill in Utah was 38,000, or 30 per cent of the parent herd, representing the net annual increase.

Other states have this problem. Colorado has as many deer as Utah but is letting herds pyramid, removing less than a third of the net annual increase. Colorado's game commission has authority to open the season on specified numbers in heavy population areas. But it might take enlightened public opinion to bring it around.

The conservationists did a thorough job in the past, or there would be little question of overstocking now.

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Fort Worth, Tex. Denver, Colo.
San Antonio, Tex.

Meat Advertising

PLANS for increased advertising of lard and pork products are of especial interest to cattlemen. Unless present low prices of pork can be brought in line with beef and lamb, these meats will be soon selling in line with pork.

Competition among food products with present-day advertising and merchandising methods has demonstrated to live-stock producers the necessity for more attention to this end of their marketing problem.

National Live Stock Marketing Ass'n

160 North La Salle Street

CHICAGO, ILLINOIS

THE STORY OF CALIFORNIA CATTLE

BY R. P. STRATHEARN

[Continued from January number]

MILLER'S QUEST FOR SIXTY years for green grass and water to keep that grass green might be likened to a costly and continuous game of hopscotch through which he stubbornly and determinedly hopped in somewhat this fashion: The San Joaquin River—one lawsuit; the Kern River—a very famous lawsuit; the Walker River in Nevada—two lawsuits; the Malheur Valley in Oregon—a lawsuit; the Harney Valley in Oregon—a whole flock of lawsuits.

Miller's control of the San Joaquin River for 120 miles on both sides came through his early purchase of huge blocks of swamp land and his controlling interest in 103 miles of canal. The lawsuit came over waste water from the canal which was coveted by newcomers as the state grew in population and which Miller refused to give up, on the ground that through disuse all rights had been lost to the water which for years had been draining onto his land. Miller won the final decision from the supreme court in a case which was the first occasion in the state to air the conflict between public and private ownership.

But long before the case came up for trial Miller had flooded, through dams across the sloughs and numerous levees, the lowland along his swamp holdings for a distance of fifty miles and made thousands of acres productive. Pasturing his cattle on the salt grass, he cut the water grasses for hay, and on the best and most carefully irrigated land planted a new feed—alfalfa—which was to make that section of the Joaquin noted for its fine cattle and big dairies.

His neighbors laughed at his numerous haystacks, calling them Miller's trade-mark. But they were bitterly to envy him. Eighteen hundred and sixty-two was a dry year. Eighteen sixty-three

was drier. And 1864 is known unhappily in the annals of the state's history as the year of our most destructive drought. Animals died by the thousands and tens of thousands or were slaughtered ruthlessly to save the better ones. Bones were so numerous that fences were made of them. And many a proud Californian who had weathered the storm of having to prove his right to his grant saw the grant itself go to a debtor or at sheriff's sale.

Miller obtained permission from the state to build huge vats at intervals, and rendered out the tallow from his own cattle that were too poor to save and from those that he bought. One old man remembers that, when Miller came buying, the owner wailed, "But they're dying so fast, Mr. Miller," and Miller's gruff, "They can't die as fast as I can buy them—buy them." (Mr. Miller nearly always repeated some word in his sentence—probably a speech quirk from his never very successful attempt to twist his German tongue around English words.)

In 1862 there were over 2,000,000 cattle in California. And the census of 1870—six years after the drought and when there had been some measure of recovery—gave barely 631,000 head. The cattlemen who had their ranches left met this staggering blow in different ways. Some went into sheep. Many became grain farmers. Others planted orchards and vineyards. But mostly they stuck to cattle, striving for security through fewer and better bred cattle, through more extensive irrigation of their own lands, through renting pasture and stubble from neighboring farmers.

Miller, who had not fared quite so badly as most, on account of his tallow and hide profits and the demand for his slightly fatter beef, was more convinced

than ever of the necessity for water. He turned to where the Kern River emptied in a series of vast swamps. Already owning much of this flooded area, through his practice of buying any swamp land offered, he augmented his acreage by the purchase of a huge block of swamp from a land speculator. And by diverting the Kern River, through the building of a canal 100 feet wide and fifty miles long, he brought into productivity 100,000 acres of choice land and brought down on his head an extremely costly and nearly disastrous lawsuit.

While he had been busily at work on the lower part of the Kern, two very shrewd gentlemen, J. B. Haggin, from Kentucky, and Lloyd Tevis, from San Francisco, were having a killing of their own by selling land—mostly government and mostly without any riparian rights—to hundreds of settlers and supplying water for the irrigation of these sandy homesteads from the Kern River.

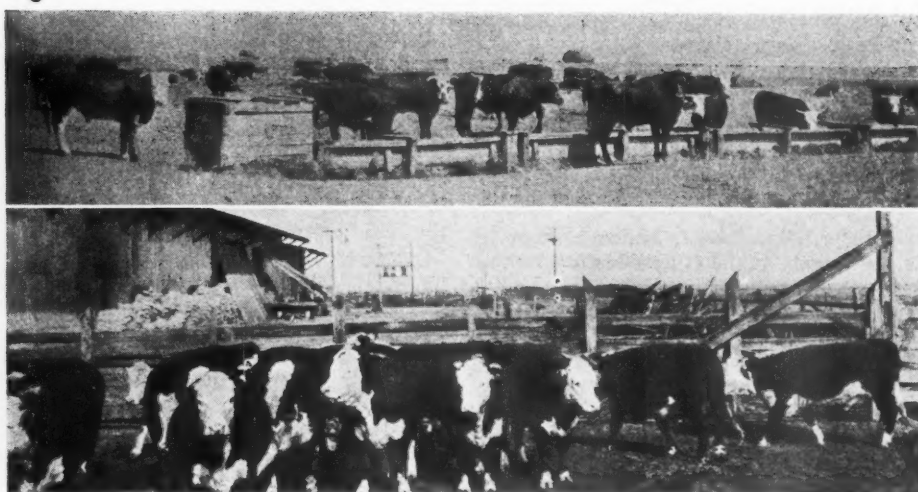
To Miller's angry protests the two firmly replied that California was a semi-arid state, that irrigation was essential, and that the common-law rule of riparian rights was not applicable under such conditions. Miller stoutly maintained that the water was part and parcel of the land that bordered it, and the fight was hotly on.

Before it was settled, armed men had grimly faced each other across the river banks. The best lawyers of the state had matched wits with each other. The suit had been decided once against Miller, once for him. And the governor had called the legislature in a special and futile session after the final decision in Miller's favor, to undo what the governor called a great wrong to the people. (Later Miller was to say to the people: "The water comes down all at one time. You builds me a reservoir to hold it, and I gives you two-thirds of the water." This was done and it worked out so satisfactorily that Kern County is one of our richest counties.)

A rather reminiscent story of what Herbert Hoover was to say many years after is told of that time. Miller was sitting on the hotel porch at Bakersfield where the trials were held when he was approached by a very angry man.

Cattle round-up on the San Julian Ranch about the year 1896. These are roan and red Durham cattle.





Top: Kern County Land Company cattle were fed in this manner about twenty-five years ago. Note old-type cattle. Bottom: The same company's cattle feeding operations today.

—Photos by Kern County Chamber of Commerce.

"We'll get you some day, Miller," the man threatened. "We'll have grass growing in the streets of this town."

Miller settled back a little more comfortably into his chair. "That would suit me all right, all right," he returned. "I'll pasture my cattle on the grass."

Again, Miller was halted as his buckboard rattled along by a purple-faced individual who demanded that Miller stop for a long-delayed show-down.

"Drive on. Drive on," Miller snapped to his driver who would have paused. "If I stopped for every man that was mad at me I'd get nowhere."

And indeed Miller had by this time, the late seventies, many miles and many ranches to cover: Through his vast acreage in the San Joaquin and Kern over the Sierras into the Walker River holdings in Nevada, up the long string of ranches that led to the northern boundary of that state, on to the breast-high grass of his great valleys, the Malheur and Harney, and back again—a 2,000-mile circle, which he covered in its entirety at least once a year on horseback or in a buckboard or buggy which either he or one of his men drove.

The Nevada and Oregon ranches were kept for his breeding herds, the colder climate making, he thought, for less disease and stronger and bigger-boned calves. The steer calves were kept until they were three years old, then driven by easy stages down into California, where they were fattened and marketed. And Miller's men boasted that on the drive down from Oregon and Nevada the cattle were bedded each night on land that Miller owned or rented. (After the railroads came, the steers were only driven as far into Nevada as Winnemucca, then shipped into California.)

Edward F. Treadwell in his *The Cattle King* gives many quotations from Miller's letters which show how through letters—Miller wrote as many as twenty each day—he kept in touch with his foremen. And I am giving a few condensed bits from those extracts to show Miller's

thrifty German attention to each and every detail:

"Always have your men carry a hammer in their overalls when they are riding around, so they can keep the fences in shape. I have observed men trimming trees which are dead. They did not take enough trouble to look. There is too much straw in that manure pile. It spoils good straw and makes poor manure. It doesn't look as if those troughs have been cleaned out lately. Water can be none too fresh for stock. After hay has stood for several years, a narrow swath should be cut all the way down so that the cattle won't get good hay one day and bad the next.

"Give the men more apple sauce. See that the turkeys are fat. A poor turkey does not make a good gift." (Every Christmas Miller gave away hundreds of turkeys to his men with families and to his tenants as well as suits of clothes to each foreman or employee who had served him well.) "The men must have clean bunkhouses to sleep in. See that their meals are good, but don't give them the expensive cuts of meat."

On breeding:

"These bulls at one hundred dollars each was throwing money away. Pedigrees and fine care must go together to make cattle show up well. Four bulls to one hundred cows is ample on level ground. In the mountains, in broken, or

in wooded country there should be more."

Miller had early in his career as a cattleman weeded out the longhorns, replacing them with Devons, Durhams, and Herefords. And, again, to quote:

"Nevada is a rough country . . . too rough for the big Durham. I will send up some Devon and Hereford bulls to use with the Durham cows. It takes the Hereford to climb over rocky mountains and find the feed. In California we have, through the use of the Devon and the Hereford bulls with the Durham cows, produced an animal with red color and white face, as distinctly our own as our brand."

Miller used the Double H

HH

in California, the Sevens

7

in

Nevada, the LF

L

in the Malheur,

and the S Wrench

S

in the

Harney.

* * *

MILLER'S DREAM WAS NOW real—banks, lumber yards, hotels, canals, slaughter-houses, lodging-houses, 1,000,000 acres of land, and 1,000,000 head of live stock, mostly cattle. But as his wealth increased, so did his problems. A tally was made when his calves were branded and turned out in the spring. A check at round-up in the fall often showed that a third of the calves was missing. And seldom indeed would a jury convict a rustler who stole from Miller and Lux.

Tramps in ever-increasing numbers flocked to the San Joaquin to get a free meal and night's lodging; for such were Miller's orders, to prevent the tramps from sleeping in and setting fire to his hundreds of haystacks—though it was a tale of that time that Miller himself sometimes slept in the haystacks on warm summer nights to surprise some foreman who might be inclined to let his men lie late abed.

Miller had much grief in his own personal life. His first wife, Lux's wife's

Round-up on the San Juan Ranch about the year 1895.



AMERICAN CATTLE PRODUCER

sister, died in childbirth the first year of their marriage, and with her was buried the baby, a boy. Later Miller married Lux's wife's niece, and their only son was born a cripple. The older and most beloved of his two daughters, Sarah Alice, was killed when she was twelve by a fall from her horse. His second wife died long before him. His second grandson and namesake, Henry Nickle, was found frozen to death on the Alvord Desert in Oregon. And his partner, Charles Lux, died in middle age, leaving Miller to face much slander and many lawsuits from Lux's German heirs.

It was said that Miller never laughed; that his temper was such that he swore in four languages—Portuguese, Spanish, English, and German; that when he was having one of his temper tantrums he tore his hat off and stomped on it. But Matthew S. Platz, a prominent attorney in Kern County, who as a young stripling just out from Germany worked for a time on one of the Miller ranches, says that though Miller's temper was quick and fiery and his word law he never let that temper or power make him petty or unjust—and that his own first meeting with Miller is proof of his contention.

Shortly after Platz had secured work on the ranch, the foreman asked him if he could ride.

"I said yes, and with reason," remembers Mr. Platz. "My father, a Prussian officer, would have disowned any son of his that wasn't a fine rider.

"So when the foreman snapped, 'get the mail, and step on it,' I stepped. I was back from town in a few minutes to find a span of horses and a buckboard tied to the hitching rack. Afire to show the foreman how I had hurried, I thrust my reins through the spoke of a wheel of the buckboard, quickly knotted them, and sought the foreman. When I came back I found a heavy-set, middle-aged man furiously muttering in his beard and staring direfully at my heaving horse.

"Are you the idiot who tied this colt to the spoke of this wagon?" he demanded in heavy accents that should have delighted me because they were German but which sent my heart slithering into my boots.

"It was Mr. Miller. And while he gave me the dressing down that I deserved, I got no time slip.

"Often after that I drove Mr. Miller around the ranch when he came to inspect it, the main part of the driving being the opening and shutting of dozens of gates. Once as we drove through a bunch of feeding cattle I observed in a know-it-all manner:

"These are pretty fine cattle, Mr. Miller."

"Much you know about them, about them," he growled.

"And, properly squashed, I went back to my own greenhorn job of opening and closing gates.

"But Mr. Miller himself was to get called down, and luridly, by a young



Photo by R. S. Baldwin, 1897.

This month's cover picture. Chihuahua steers and cows shipped to Strathearn Ranch in 1897.

Portuguese, newly hired and knowing little of the English language but its profanity. It was an ironclad rule on every Miller ranch that any man opening a gate must close it when he had passed through. But one day Miller in a big hurry let down a gate, climbed back into his buggy, and was about to make a brief inspection of some near-by cattle when he was hailed by the young Portuguese, who stormed up to the buggy and demanded of Mr. Miller what the blankety-blank he meant by not shutting the gate.

"The boss man he say you keepa it shut. Ana I keepa it!" he shouted. And all Mr. Miller's broken German attempts to explain who he was were lost in the vituperation of the Portuguese which didn't stop until Mr. Miller had got out—and closed the gate.

"Watch that man for promotion. He obeys orders," was all Mr. Miller ever said of that encounter."

Nor did he show any more rancor when he and a muleskinner met in a draw, with the edge in the latter's favor. Miller was driving through a stream when he saw the muleskinner flogging his mules, which were bogged down in the mud of the stream's bottom.

Miller stuck his head out of his buggy and yelled: "You've got no business crossing here. Why don't you try lower down?"

Just as loudly did the teamster yell back: "You go to hell! I'm going to cross here if I kill every—mule!"

Miller pulled his head back and drove on. When he returned that evening the foreman reported that the teamster had told of his run-in with Miller and was waiting to be fired.

"Never mind, never mind," Miller snorted the incident away. "He's a good skinner, and we need good skinner."

* * *

FROM 1890 ON I FEEL THAT I CAN bring you a better view of cattle conditions in California by leaving Miller

and his huge holdings (his kingdom dissolved at his death in 1916) and sketching in the following fifty years from the point of view of the average "catch-heller" (the average California cattlemaster). Also, I am going to be a bit personal in that telling, for I feel that the man who grabs leather has a much better idea of how hard his cayuse is bucking than the man in the grandstand.

Like Henry Miller, grandfather bought a grant. (His death four years after left the rancho in father's hands.) But ours was but a sliver of the 90,000-acre Simi Rancho, which had belonged to a member of one of the best known and respected families of that day and this, the del la Guerras. We moved onto the property in the spring of 1890. I can see myself, a freckled-faced kid, red hair on end, eyes fairly popping out, staring at the three-foot walls of our new home or kicking my copper-toed shoes against the earthen sides of the big conical bake-oven that stood in the yard. For weeks I half expected a Spanish vaquero to come charging down the field that was awesomely pointed out as the place of the bear and bull fights. But the nearest that colorful past came to us was when my young brother, Jim, and I found parts of old Mexican spurs with rowels three inches across and shanks about four inches long.

The winter of 1889-90 has been described by cow historians as one of the coldest and wettest winters ever recorded on the Pacific coast. Cattle, already weakened by the scanty feed of three dry years, died by the thousands. And, once again, many ranches changed hands, even in the adjoining states of Oregon, Washington, and Nevada. (It was thus that Henry Miller acquired much of the Mason Valley in Nevada and the Harney Valley in Oregon.)

Perhaps this was the reason that father was able to buy our slice of Rancho Simi, but I was too small to remember that,

although I can remember the slick feed this first spring: alfalfaria up to the steers' bellies (it has never been so high since) and our other range feeds—bur clover, bunch grass, and browse—fairly putting stilts under themselves.

Our first cattle were big, heavy-boned Durhams; for by this time not a long-horn was left in the state, that had once depended upon the breed for its very existence. Our cowboys were lower-class native Mexican-Californians. They wore tight unadorned leather chaps, threadbare overalls, and jumpers, but their fancy Spanish and spade bits were shining with hand-inlaid silver and their rawhide reatas, also their own product, were splendid sixty-foot ropes. And each vaquero owned at least one fine horse, which, broken to a hackamore and promoted to a loose-jawed or Spanish bit (sometimes called "bear-traps" by modern cow-waddies), could turn on a nickel.

These Mexicans usually roped in pairs, one catching the calf by the head, the other, by the hind legs. It was slower working, but to them time did not count. "Manana" (tomorrow) was the word most used by them, as it had been by their peon ancestors. And they saw to it that round-ups were carried off according to the best traditions—by inviting their neighbors for miles around.

Red beans simmered in their thick juice as of old, but tortillas were replaced by sour-dough bread. Instead of wine, there were huge pots of scalding black coffee. And each vaquero scraped the bark from a slender willow pole, sharpened the pole at one end, threaded over it about two feet of small, thick chunks of meat hacked off from a nearby dressed steer, and toasted this gigantic helping over a small fire. A better way to make good meat tough I have never seen. But "carne fresca, esta bien!" (fresh meat, it is good!) they would cry, showing white teeth in pleased grins.

And when he rode home at night after

a day of not too hard work, each dust-covered vaquero carried away his "pelon," or free hand-out—usually a chunk of the raw meat wrapped up in an old sack or his jumper and carefully tied behind his saddle.

Old reports show that even after the severe winter of 1890 and the preceding droughts of 1862-64 and 1887-88-89 the average California cowman did nothing to better either his range or his stock. Cattle watered at springs that in the fall were mud-slicks. Many ranges were eaten down to dirt. No care was given to calves beyond counting and branding them at the annual round-up. And it was still a case of saving the best male calves for bulls or trading a neighbor for his best.

But here and there, like the first faint sprigs of green on a brown hillside, some attempt to better cattle conditions was seen. And though these attempts were mostly national they were vital to every cattle state: On May 29, 1884, the Department of Agriculture passed an act "for the establishment of a Bureau of Animal Industry, to prevent the exportation of diseased cattle and to provide for the suppression and extirpation of pleuropneumonia and other contagious diseases among domestic animals." On March 3, 1891, Congress directed the Secretary of Agriculture to inspect, previous to their slaughter, all cattle, sheep, and hogs whose carcasses were to go to foreign trade. And on January 25, 1898, the National Live Stock Association was formed, with J. W. Springer, Denver, president, and Arthur Williams, Denver, secretary.

Back in California, a few alert cattlemen were buying pedigreed bulls and cows from outside the state or purchasing them from the San Julian Shorthorn herd of Thomas Bloodgood Dibblee. His herd was established in 1862 with the purchase of the Shorthorn bull Prince George, whose ancestors came from the

herd of Charles Collins, famous Scottish breeder, by way of the Earl of Spencer's herd, and the joint purchase with his brother, Albert Dibblee, of twenty head of purebred Shorthorn cows.

(Mr. Dibblee's son, T. Wilson Dibblee, still carries on at the San Julian in the best Shorthorn traditions—the only descendant of the famous early California families that I know of who lives in the original home of his ancestors. The 48,000-acre ranch was presented to Captain Jose de la Guerra y Noreiga by the Spanish Crown in 1837 for distinguished services. It descended to his daughter and son-in-law, Maria de la Guerra Orena and Gaspar Orena. They sold it to Thomas Bloodgood Dibblee in 1867, and he, a year later, married Francesca de la Guerra, a granddaughter of Captain Noreiga's.)

In the closing years of the nineteenth century there were few canner or cutter cows. Some of the larger of the outfits spayed their heifers and cows and sold them readily and at prices only slightly under steer prices. Steers were usually sold by the head, and the spoils went to the best guesser—mostly the buyer. Living about forty-five miles from Los Angeles, we got buyers from Cudahy, Maier, Houser, Gasson, and Sentouse, Los Angeles packing-houses of that time. The buyers paid by draft and bought from 250 to 500 head at a clip.

With no movies, radios, automobiles, or telephones to distract us, the visit of a buyer was an event. He, usually middle-aged, drove a buckboard or old buggy at first, and later came by train. But always he stayed all night, paying for his room and meals with the latest cattle gossip. The next morning, on one of our oldest saddle horses, he would poke for hours through the beef herd, pointing out with glee every rough or big-bellied steer. And father, beside him, would most carefully call attention to every good flank and well-covered rib.

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Laurence Tice

Once a cantankerous buyer could find not a single fat or even half-fat steer. Father's Scotch temper began to sizzle. A little faultfinding was part of a buyer's trade. Too much was an insult to a man's pride and cattle.

"You don't seem to find anything good, Mr. —," father said finally. And his voice was drier than the dust in the corral as he added, most politely, "Would you just take a look at their horns. I'd like to know, do they suit you?" Then, lifting his voice, he cried, "Turn 'em loose, boys!" And loose they stayed, despite the protests of the aghast buyer.

The drive into Los Angeles took about two and a half days and led through the wide sweep of the San Fernando Valley, now filled with the homes of movie stars, orange groves, and chicken farms. And once, as we drove a bunch of steers through what is now downtown Hollywood, a woman with fire in her eyes and more on her tongue chased our steers out of what she shrilly called her "ruined flower beds." (A gross misstatement. Any good cowman knows that cattle browse around a garden, never in it.)

BY 1910 CALIFORNIA WAS REALLY beginning to grow. And, to feed this ballooning population, more and more feeders began to be brought in from other states, mostly Arizona, New Mexico, Texas, and Old Mexico. Long before this, though, back in 1897, I can remember father buying cattle from old Senor Tarazzas in Chihuahua, Mexico. And I believe father was one of the first Californians to get cattle from that section, where Tarazzas branded 120,000 calves each year.

And he must have had a vaquero for each calf, and they must have all been present when we were loading the "aged" steers; for, mounted on little white mules and mustang cayuses and wearing big straw hats, they almost rode each other down getting out of our way and out of the way of any work they might see to do. On foot, dozens of peons or mosos strutted about, pouring out thimblefuls of brandy every two minutes. One moso dogged me. (I was sixteen, and no boy of that age drank then.) I would shake

my head to his proffer of the brandy. He would say, "No le hace," open his mouth, down the brandy, and be back at my horse's heels again.

We shipped in two trainloads—steers, \$16.50, cows, \$12.50, f.o.b. El Paso, making about \$10 a head. We went back at intervals, until Tarazzas' bands dwindled under the raids of Pancho Villa's men.

In 1879-89 Bancroft lists the ruling cattle diseases of California as big jaw, bloat, blackleg, abscess of liver, and splenic fever. He says that the splenic fever (anthrax) killed 10,000 head for a Kern breeder in 1879. He ends his report on the plaintive note that poisonous weeds also "took their toll." Southern California was not troubled much with any of the above but blackleg. But from the first, at least on our own ranch, we lost calves and fought blackleg.

We used to bleed the calves between the toes and pour on the freshly bled tissues some homemade remedy which smelled awful—and if the calf got blackleg it died anyway. Later, some vaccine company, or perhaps the government, came out with a blackleg vaccine on thread. This we threaded through a needle and pushed into the skin on the lower side of the tail. Then we cut off this string on the side where the needle entered, leaving about half an inch of the vaccine-thread in the animal. We had, for the most part, satisfactory results.

As the twentieth century loped around the turn, round-ups on our ranch were small affairs, with father bossing the regular cowboys during most of the work and we three boys, James, George, and I (brother Dave was still a baby), learning to rope, being assisted by our just as young and just as unskilled neighbors, Frank Crowley and the Russell boys. And, strangely enough, here where occupations are as many and fantastical as our old-age pension schemes, we youngsters of that day, with one exception, followed in our cattle-minded fathers' footsteps. Today we are watching a third generation—a fourth in our case—of youngsters getting cow-wise.

(Hubbard Russell has just retired as head of the American National Live

Stock Association, Harvey Russell is past vice-president of the California Cattlemen's Association, Joe Russell remains on the old Russell Ranch, and Merrill Russell, the only deserter, is a high-school professor. Frank Crowley is manager of the Hellman Bank cattle interests. After father's death, we Strathearns have carried on as Strathearn Brothers.)

Father's brand was first **2**

Later he changed to a Spike Heart



My newly married, cat-

tle-green, school-teacher wife once brought a smile, perhaps his only one, to a gloomy Texas cowboy's lips by describing the brand as a "Cross Bar, Broken Heart." Brands were registered during these years by the different counties. And not until 1917 did the state again assume charge under a single agency, as it had in early California days. Incidentally, the oldest continuous brand in this state belongs to Julius Trescony, of Rancho San Lucas, California. On May 3, 1846, his grandfather petitioned for the brand. It was recorded as

the reverse in 1854— **A** His

horse brand was **J**

We were gradually getting cut of Durhams, like most California cattlemen, as not being suited for open range. John Clay, Jr., writes (1899 edition of the Yearbook of the Department of Agriculture) that the weakness which cropped up in Durhams came from the fact that line-breeding had given way to incestuous breeding, and that nothing in the history of Shorthorns did more harm than the New York Mills sale in 1873. To quote Mr. Clay:

"A good cow, heifer, or bull, excellent in individual merit and with a stainless pedigree, so far as pure blood went, sold for a song, while some puny, delicate, consumptive-looking beast with a fashionable lineage was bid up to fabulous prices. . . . Individual breeders suffered

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② THEN MOVE IN TWO HOURS TO THIS 160 A. FOR SAT, SUN MON, TUES, WED.
640 ACRES
THEN FOLLOW WITH THIS 160 A. AND MOVE THE PIPE BACK TO THE FIRST SECTION AGAIN.
THE FOLLOWING 5 DAYS WATER THIS 160 A. THEN --

EACH YEAR you've seen the luscious grass spring up, succulent green to the horizon. But 30 days, 60 days—hot sun, no rain, nothing left but dry tufts here and there.

It may seem almost unbelievable that Mother Nature's old habits can be changed. But, remember, this is 1940. New York to California in 18 hours; Europe's air raid pictures of yesterday in our morning papers.

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heavily. Pedigreed cattle soon were at a discount. In my own case, for a half dozen years every male was steered. . . . And consumption was a fearful shadow hanging over the premier tribe of cattle."

Mr. Clay does not give any of those "fabulous" prices, but the *Los Angeles Times* of last November does, under the sarcastic query, "Think Cattle Prices of 1939 High?" continuing:

"Last week the grand champion steer of the Western Stock Show sold for a mere \$786. But the average price at the Mills sale in 1873 was in excess of \$3,000 for more than 100 cows. Six cows sold for \$147,000, or an average of \$24,517 apiece. These, the highest, went to an English bidder; but an American bought six for \$103,700, or \$17,283 apiece."

In leaving Durhams we turned to Aberdeen-Angus, which we had been raising on the side since father in 1886 bought eleven cows and two bulls, "Jupiter" and "Mars," from Dr. Adams at the Sacramento State Fair, a favorite cattle market then. Later we bought Angus bulls from the International at Chicago, from the Portland Fair, from the Longley Ranch in Bishop, California, and still later from Peabody, at Santa Barbara.

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There was a big herd of Angus at Woodlake, California, which I think was owned by Harrison and Ryan.

The Crowleys and Russells went into Herefords. Some of the leading Hereford breeders in the state at the time were James Whitaker, Galt; A. S. Nichols, Sierraville; D. S. Cone, Red Bluff; and George Watterson, Bishop. (Mr. Watterson sold in 1905 or thereabout seventy-five head of registered Herefords to a Missouri buyer for \$30,000, or \$400 per animal—a very tidy sum for a ranch sale.) George Bixby, of Palos Verdes Rancho, Long Beach, raised both Herefords and Shorthorns. Charles Hawkins, Hollister, and Dibblees, Santa Barbara, bred Shorthorns. And Richard Gird, San Luis Rey, San Diego County, had purebred Devons.

California cattlemen had for years supplemented native grasses—alfilaria, bur clover, bunch grass, wild timothy, red-top, blue joint, desert sand grass, white sage, and browse—with barley, oats, rye, cane sorghum, kafir corn, alfalfa, pumpkins, and beet tops. But from 1910 on, with government land being settled by homesteaders and a still ballooning population demanding fatter and younger beef, they, somewhat reluctantly, turned to concentrates and proteins to bolster up their shrinking range feeds.

Several times in this narrative I have described the cattle destruction caused by severe droughts. But I should have explained that in this the second largest state in the Union and one which embraces the Pacific Ocean for a thousand miles, with a varying rainfall from nearly 100 inches in the north to a scant inch or two in Death Valley, it is seldom that droughts are anything but sectional affairs.

In 1912, one of these last hit our section. We live in Ventura County, which lies between the counties of Santa Barbara and Los Angeles. The Russells turned toward the irrigated lands of Imperial Valley. We went to Inyo County, noted for having the highest peak, Mt. Whitney, and the lowest sink, Death Valley, in the United States. It was a fact, too, that Los Angeles, having bought out most of the ranchers in that valley some forty years ago, built the then longest aqueduct that any city had built to get water to her lusty young giant of a city.

You have seen these Inyo Mountains in many a "Hopalong Cassidy" and in "Gunga Din" and "Bengal Lancers." And these Sierra Nevada slopes, not alone in Inyo, but for the length of the state, are ideal for the cowman who owns an adjoining valley ranch on which he can raise hay and grain, for he can pasture his cattle in the summer on government reserve. And when the cattle come out of the hills and canyons in the fall they are in good shape. The slick, fat steers can be sold readily, while the cows and calves are cheaply held over on ranch stubble, pasture, and the stacked hay.

Not having a ranch, we rented from

the city of Los Angeles. And though they did not guarantee water, we always had plenty. One year we had to feed our cattle for six weeks because there was three feet of frozen snow on the ground. (Snow falls in all the valleys on the northeastern and northwestern slopes of the Sierras.) And we found the mountain feed excellent and the forest rangers both pleasant and efficient; but after five years we ran into the most annoying problem a catchheller of California has to contend with—renting or leasing lands.

We have had ranches sold from under us, and have been involved in feuding (not of our part) lawsuits. And at the present time we are renting one half (Russells rent the remainder) of the 48,000 acres of an old Spanish grant, the Cuyama, which was once a leased part of the Henry Miller holdings and which keeps us holding our breath, lest the bank owning the property sells.

In our first experience, that with Los Angeles, a change of city policies canceled our lease, and we, totally unprepared, were left with 1,500 head of cattle in our lap and no place to set them, because the Simi Ranch had been stocked. Fortunately war prices were on and we were able to sell satisfactorily. But that was the end of our Angus herd. Soon after, we boys—father didn't care to be bothered any more with cattle—started for ourselves with a small herd of 250 Herefords. . . . But why go on? Every catchheller in every state knows the story of "riding high" one day, picking himself up from a "dirt-eating" spill the next.

* * *

BUT ON THE WHOLE THE CATTLE business in California is prosperous. The state association began in 1917, as did cattle inspection. The first cattle insurance came in 1925. There are more regulations than in olden days, more diseases, or at least cattlemen vaccinate for more. And there was a hair-raising scare when the hoof-and-mouth disease struck in 1922 and wiped out nearly 3,500 head of purebred Herefords for Russell Brothers.

The state now uses such supplementary feeding, besides those previously mentioned, as flax, oil meal, fish meal, cottonseed cake, orange pulp, cull raisins, figs, prunes, and other fruit by-products. Cane molasses in tankers comes from the Hawaiian Islands. Feeding pens are springing up everywhere. Our own cattle are on speaking terms with every vitamin having a nutrition card and are now turning toward the Irish ones, by eating potato meal—a cull by-product of the hundreds of acres of potatoes in Kern County.

Railroads are used for long hauls, trucks for short hauls, even in those transfers of stock where it would be cheaper and easier to drive; for it is unsafe for either cattle or cowboys to be on a highway in a state that leads in auto accidents. And the driver who waits happily for hours while a movie shot blocks the road gets hydrophobia when

AMERICAN CATTLE PRODUCER

he has to stay behind a bunch of stock for a few minutes.

Back in the distant, dim dawn of this article, I said that there are three ways of feeding cattle here, and I might have added that any one of them will start an argument. One group maintains that the high cost of land and high taxes make it prohibitive to raise calves and quote a beef efficiency study which states that the average cost of a calf at time of birth in this state is \$20.90. A few of our big cowmen who have cow-breeding herds in adjoining states are: Kern Land Company, Fred Bixby, and Fred Gill and sons.

Another group replies that it has been in the cow and calf business for years and is not in the hands of the receiver, which is a hard fact to refute. Some of these large commercial breeders are: Tejon Ranch, San Marguerita Ranch, Hearst Ranch, Robert Sudden, Silas Sinton, and Vail Cattle Company.

Still others—large stocker and feeder outfits—especially in the San Joaquin and similar rich grass sections, buy replacement cattle. Like the above groups, for lack of space, I can give only a sprinkling of names: Will Gill, George Sawday, Phil Klipstein, A. B. Miller, Frank O'Connell, Tannehill Brothers, Newhall Land Company, Russell Brothers, and Ted Chamberlin. (The last named was recently elected president of the California Cattlemen's Association.) We, being Scotch, take a whack at buy-

ing calves and feeders when the price is right and the grass is long and maintain, always, a small breeding herd.

But, beside "career boys," "cattle capitalists," and "catchhellers," there are countless numbers of farmers throughout California who have from thirty to 100 head of cattle not too badly bred; for these farmers buy good bull calves or aged bulls from the bigger herds whenever possible. And, on the whole, they are intensely loyal to their favorite strain. On a recent visit to Inyo, one of the sturdy pioneer women of that region, Mrs. Brierly, of Bishop, told that when her family, the Enloe, left Missouri in 1853 it had three oxen and a cow hitched to the wagon. On Green River, Wyoming, a bull calf was born at noon. He was hauled inside the wagon that afternoon and walked the rest of the way to California. The same robust strain is still in the family herd. Also, Mrs. Brierly tells, confirming our previous statement, that cattle were like deer in the early days, that a certain A. Ketcham bought a Shorthorn bull in San Jose in the early fifties and that a Bill Hill led the bull nearly 100 miles on foot to Visalia and had all kinds of trouble with free range bulls on the San Joaquin plains.

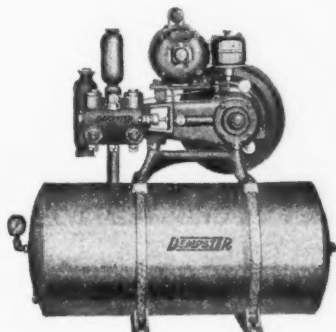
So, from these four different groups, this state, with a population of over 3,000,000, still raises, besides oil-well derricks, the hands of winning bathing beauties, and the salaries of movie moguls, some 2,298,000 head of cattle.

There were 660,000 head of dairy stock included in this (1938) estimate. And, in that year, shipment of cattle from other states to California was as follows: fat, 449,000; feeder, 282,000. (Lack of space in this article has prevented me from telling of this state's many excellent dairy farms and breeding herds.)

California farmers and cattlemen have some problems that other states haven't. These are caused by the mass emigration of many unfortunates from other states and an overabundance of crackpot schemes in our own. But we native sons and daughters don't despair; for we feel that California as a part of the United States was born of gold dust, and it can in time solve the problems dumped on its doorstep by "bowl" dust, if it can just dampen down another kind of dust, stirred up by half-informed radical writers, half-red labor leaders, and half-baked state politicians.

We unite with you cattlemen from other states in striving for cattle prices not so low that they'll put us out of business, nor so high that housewives will make it their business to boycott us; bulls that'll show the same form on the range that they show in an auction ring; a tariff fence tight enough to keep Hull's reciprocal strays from stampeding home cattle and cattlemen.

With the fervent hope that 1940 will have grass so green and cattle so slick that not even one catchheller will look wall-eyed, I am saying *adios amigos*.

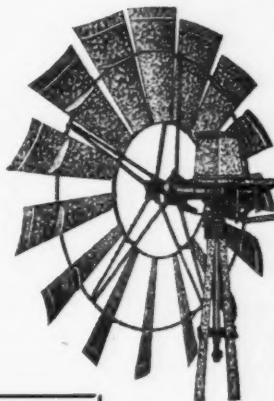


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WASHINGTON

WASHINGTON NOTES

IN PRESIDENT ROOSEVELT'S REPORT to Congress, he dwelt at length on the country's trade agreement policy, lending it his vigorous support. Arguments on the administration's reciprocal trade act had started piling up when the Secretary of State, early in January, announced breakdown of trade negotiations with Argentina and Uruguay (carrying proposals for many United States concessions on cattle products). Incidentally, collapse of the negotiations was hailed as a boon to the country's live-stock industry. F. E. Mollin, secretary of the American National Live Stock Association, telegraphed Secretary of State Cordell Hull his "delight to learn of it." He asked that negotiations with Uruguay likewise be discontinued because "complete assurance would then be given against large imports at a time when domestic meat supplies are increasing. Concessions granted that country," he said, "would now react under most-favored-nation principle to the benefit of Argentina, with absolutely no concessions in return from that country." Negotiations with both countries were terminated. Senator O'Mahoney said that he was not surprised at the development "because in November he had expressed the opinion that this country could not possibly make concessions Argentina would probably require." Later, copper was removed from a list of items on which this country would give reductions in an agreement with Chile. Other developments (more gradual) were impairment

of trade agreements with Great Britain, Canada, and France, and other nations, due to war. Now a congressional committee is in hearing on the question of the Reciprocal Trade Agreement Act's extension from its expiration date, June 12. Secretary of State Hull is chief defender of the program, supported by Secretary of Agriculture Henry A. Wallace, the American Farm Bureau Federation, the mass production industry, and others. Those objecting contend the United States should protect domestic markets for domestic producers and that Congress should have ratifying power. The western live-stock industry has been prominently represented in the hearings by Secretary Mollin of the American National Live Stock Association. . . . An association booklet—"What Price Foreign Trade?" may be had by request to 515 Cooper Building, Denver, Colorado.

APPOINTMENTS

Grover B. Hill, Texas rancher and farmer, associated with the AAA work since 1934, has been appointed Assistant Secretary of Agriculture. He was regional director for New Mexico, Texas, and Oklahoma under the cattle buying program under which 8,000,000 cattle were salvaged during the 1934 drought. He has been in charge of the range program in the southern region. . . . Alvin J. Wirtz has been appointed Under Secretary of the Department of the Interior. He is Texas-born, Texas-educated, and Texas-practicing lawyer. He has held many public offices and has

devoted years to reclamation and conservation activities in his state paralleling the policies of the Department of the Interior. . . . A. G. Black was named to the governorship of the Farm Credit Administration upon resignation of Governor F. F. Hill and merger of the FCA into the Department of Agriculture. The step was generally viewed as a move toward tying farm credit policies more closely to farm relief activity. Secretary Wallace said "it involves no change in administrative policy of the FCA." The American National passed a resolution urging that the FCA be restored "to its former status as an independent agency."

CERTIFICATE PLAN PROPOSED

Secretary Wallace's special tax would siphon from consumers \$300,000,000 annually. The plan combines a "certificate plan" for raising direct revenue and the "domestic allotment" or two-price system whereby the tax would be collected on the portion of agricultural products consumed in American markets. Co-operating farmers would receive income certificates valued at the difference between the market price of the crop and the parity price. Processors and others buying the crops would buy the certificates, thus retiring them. Secretary of the Treasury Henry Morgenthau, Jr., indirectly opposed the plan in a statement that he was not in favor of "additional consumer taxes." It was opposed at the recent convention of the American National Live Stock Association.

WHEAT SUBSIDIES SUSPENDED

The Department of Agriculture suspended at the close of the year its wheat and flour export subsidies. The Secretary of Agriculture said that, in view of the fact that the wheat surplus in this country has been considerably reduced, it is not necessary to continue the subsidies—except for export of flour from the Pacific coast to the Philippine Islands.

AID FOR LAND BUYS

The Farm Credit Administration reported about 8,300 farmers and tenant families obtained an estimated \$19,600,000 through federal land banks to assist in purchasing farms during the latter half of 1939. The loans compared with 7,500 aggregating \$17,700,000 during the latter six months of 1938. Total credit extended through all FCA institutions in 1939 was estimated at \$600,000,000 and was slightly lower than 1938.

BUDGET ASKS FARM AID CUT

Reduction of some of the subsidies to agriculture was another recommendation by the President in a report to Congress. If accepted by Congress, the proposed farm budget would mark one of the sharpest cuts in farm aid made. Remember, however, that last year the



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legislators added \$338,000,000 to the farm budget over the President's protest. The reductions would amount to about a 25 per cent cut. The President did not express enthusiasm for a special tax which Secretary of Agriculture Henry A. Wallace suggested to insure continuance of existing subsidies. . . . The American National, in an appeal for economy in government urged fewer expenditures, "even though this means the termination of the range conservation program."

LARGER MEAT SUPPLY INDICATED FOR 1940

SLAUGHTER SUPPLIES OF LIVE stock in 1940 will be materially larger than in 1939, with most of the increase in hogs and grain-fed cattle, the Bureau of Agricultural Economics forecasts. Consumer demand for meats in 1940 probably will average stronger than in 1939 but may decline somewhat from present levels during the first half of this year. The upward trend in hog production which began in 1938 apparently has been checked.

The number of cattle on feed for market on January 1, 1940, was 12 per cent larger than a year earlier in the Corn Belt states and 19 per cent larger in the western states. The total number on feed at the beginning of 1940 for the entire country was the largest in recent years. This large increase in the number of cattle on feed will be reflected in larger marketings of grain-fed cattle in 1940 than in 1939. The increase is expected to be most pronounced in the first half of the year.

Estimated number of cattle on feed January 1, 1940, as a percentage of the number on January 1, 1939, for the Corn Belt states is as follows:

Ohio	105	Minnesota	120
Indiana	115	Iowa	115
Illinois	110	Missouri	125
Michigan	110	South Dakota	117
Wisconsin	110	Nebraska	104
		Kansas	97
Corn Belt (weighted)			112

For the West, estimated numbers for recent years are given (000 omitted):

	1940	1939	1938	1937	1936
Montana	22	15	23	23	24
Idaho	50	37	36	37	27
Wyoming	15	13	16	15	12
Colorado	125	125	143	144	120
New Mexico	20	22	12	8	8
Arizona	125	99	111	107	93
Utah	30	30	35	35	35
Nevada	23	16	27	28	25
Washington	19	17	18	20	14
Oregon	20	23	20	23	24
California	173	125	152	138	100
Texas	144	144	150	115	120
Oklahoma	15	20	15	5	16

Totals781 686 758 698 618

The total number of sheep and lambs on feed on January 1 was about 3 per cent larger than a year earlier and was the second largest total on record. The

increase in the Corn Belt states was about 5 per cent over January 1, 1939. In the West this year the number was only slightly larger than a year earlier, and the total number fed in this area

throughout the winter feeding season is expected to be smaller in 1939-40 than in 1938-39. Marketings of fed lambs during the remainder of the fed-lamb marketing season (through April) prob-

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ably will be about as large as in the same period a year earlier, but supplies probably will be larger than a year earlier through February.

Although ranges and pastures have been very dry in California, the weather in December was favorable for early lambing. Early lambing in southern Arizona has been completed under very favorable conditions. Reports from Texas indicate that the early lamb crop in that state will be larger than it was last year.

Present indications are that the pig crop in 1940 will be smaller than in 1939 and that slaughter supplies of hogs in 1940-41 will be smaller than in 1939-40. The ratio of hog prices to corn prices dropped sharply in November and December and now is unfavorable for feeding corn to hogs. Although some increase may occur in the ratio in the next few months, it probably will continue unfavorable to hog producers during most of 1940.

The 1939 pig crop totaled 84,302,000 head; it was 19 per cent larger than the 1938 crop and was the largest crop in sixteen years (1924-39) of record. The marked increase in slaughter supplies of hogs in the current hog marketing year (October-September) reflects this sharp increase in the 1939 pig crop over those of 1937 and 1938.

Federal estimated pig crop by years is as follows (000 omitted):

	Spring	Fall	Total
1939	52,317	31,985	84,302
1938	43,450	27,651	71,101
1937	38,476	23,431	61,907
1936	41,234	23,683	64,917
1935	32,380	22,575	54,955
1934	39,698	17,068	56,766
1933	53,460	30,740	84,200
1932	51,031	31,494	82,525
1931	53,984	29,192	83,176
1930	49,332	24,803	74,135
1929	50,479	25,646	76,125
1928	52,390	26,292	78,682
1927	54,502	26,744	81,246
1926	50,579	24,862	75,441
1925	47,859	22,451	70,310
1924	50,218	23,847	74,065

Prices of all grades of slaughter cattle declined moderately in the first half of December but strengthened in the latter half of the month. In early January prices were little different from a month earlier. Prices of lower grades of slaughter cattle have been relatively high in recent months, reflecting in part the strong demand for stocker and feeder cattle. This demand may not be so strong in 1940 as in 1939. Feed prices are generally higher than they were last year, and returns from cattle feeding will be less favorable in the first half of 1940 than in the first half of 1939. Prices of slaughter lambs declined throughout October, November, and early December, but in the latter half of December they strengthened and remained about steady during the first part of January. Hog prices reached the lowest level in over five years in mid-December but have averaged somewhat higher since then.

MARKETS

MARKETS IN TURMOIL SINCE TURN OF YEAR

BY JAMES E. POOLE

SINCE THE TURN OF THE YEAR, every branch of the live-stock market has been in a state of turmoil. Violent fluctuations from day to day are the rule. Quotations of one hour are worth-



less the next. Storm markets always develop chaos; this season has been no exception. Truck transportation, seized with intermittent paralysis, confronted killers with alternate feast and famine. At intervals they have been compelled to work overtime; at others, payment of

standing time to employees has been necessary. Truck transportation is frequently an element of demoralization, as it is now responsible for moving around 50 per cent of receipts.

The storm of the third week of January blocked highways over the greater part of the Corn Belt, truck loads of live stock were unloaded en route to feed, and the movement to market was twenty-four to thirty-six hours behind schedule. Railroads were not affected, and in such emergencies killers depend on this transportation for reduced supplies. On Tuesday, January 16, Chicago broke all previous truck delivery records with the arrival of over 1,400 vehicles. The previous record was 1,349 in February, 1937. On Monday, less than half a normal supply arrived, marking prices 25 to 50 cents higher, but the glut the following day brushed away all the gain. On Tuesday, trucks delivered 7,300 cattle and 26,000 hogs. As the coming sixty days is always a period of unreliable weather, this trouble will continue. Apparently nothing can be done about it, as short-haul shippers are definitely committed to highway transportation.

Two-way fat-cattle markets are seasonal. On this occasion several varieties of trading bases cropped out. In the face of a decline of \$1 per cwt. or more in the rank and file of short-fed cattle, the types selling in the upper price bracket advanced that much. A few weeks earlier the bulk of steers sold in a narrow range of \$9.50 to \$10.75; January adjustment widened the spread to \$8 to \$11.50. Top cattle, regardless of weight, were marked up to \$11.50 to \$12, with a few outstanding loads of yearlings and handyweights at \$12.10. On the other hand, killers bought thousands of merely warmed-up steers at \$8 to \$9.25, and a short end, the dregs of the supply, at \$7 to \$7.75, the latter earning more money

than middle grades, taking condition and yields into the reckoning.

Weight With Quality Popular

Complaining late in 1939 of a surplus of 1,300- to 1,500-pound long-fed steers with merit, killers ran into a scarcity of that kind immediately following the Chicago International sale. Weight now enjoys popularity when combined with quality and finish. From a superb crop of steers dressing 60 to 65 per cent of beef, the trade met up with another fed seventy to 100 days and dressing 57 to 58 per cent. Thousands of light cattle that had no place in a beef market were thrown overboard by discouraged feeders, apprehensive of running into loss. Weight continued in bad repute, as fleshy steers, put into the dry-lot last August and September and making maximum gains meanwhile during an open fall and early winter, were jettisoned. Such cattle weighing from 1,100 to 1,400 pounds realized anywhere from \$8.50 to \$9.25 per cwt. Carrying them above 1,200 pounds was deficient judgment.

Liquidating influences may be briefly enumerated thus:

Gradual advance in corn cost, grain being unavailable in some localities. When feeders had fed their own grain, they went to town with their bovine property.

Sealing corn under government contract. Feeders with corn on hand concluded in many instances that they would profit by cashing pronto, as the advancing cost of grain put the expense bill up to 9 and 10 cents per pound. On a slippery market, few expected realization of these prices for finished product.

Gloomy reports from the beef market, where persistent sales resistance was reported.

Apprehension that an out-of-line situation between cattle and hogs would be adjusted by reducing cattle values still lower.

Finished Cattle Scarce

January sent to the beef-rail thousands of light short-fed steers that represented sheer waste of raw material. This product competed with that of warmed-up bullocks weighing 1,100 to 1,300 pounds to the detriment of the latter. Toward the end of January, acute scarcity of finished yearlings, handyweights, and even 1,300- to 1,350-pound New York kosher bullocks was in evidence. Frequently cost of these was marked up 15 to 25 cents per cwt. on a session when others declined as much. The veteran supply and demand law operated automatically and effectively.

Feeders, always hungry for green cattle, put a ban on light steers showing a corn-crib cross. The latter went to killers in a continuous procession without competition. Usually feeders take on

AMERICAN CATTLE PRODUCER

two-way steers in January and February. On this occasion they passed up apparent bargains, running away from a slippery market.

Running true to form, overweight steers lacking quality received rough treatment. When they got a bid, chunks of beef selling at \$8.50 to \$9 were always the last to troop over the scales, frequently going into the staler class, which depreciated values 25 to 50 cents. When killers took on a drove of plain or rough big cattle, they squawked. New York or Boston refused to consider them, necessitating boning the product.

"Dark-cutting" cattle were numerous, provoking profane protest by killers. Experts were called into consultation in an effort to ascertain the why and wherefore, accomplishing nothing but rejection of some fifty-seven varieties of theory. A dark-cutting carcass—with its invariable accompaniment, yellow fat—

is penalized \$1 per cwt. in beef-house trading. Penalties were inflicted, but nothing tangible concerning the cause was reached, although scientific assistance was numerously involved.

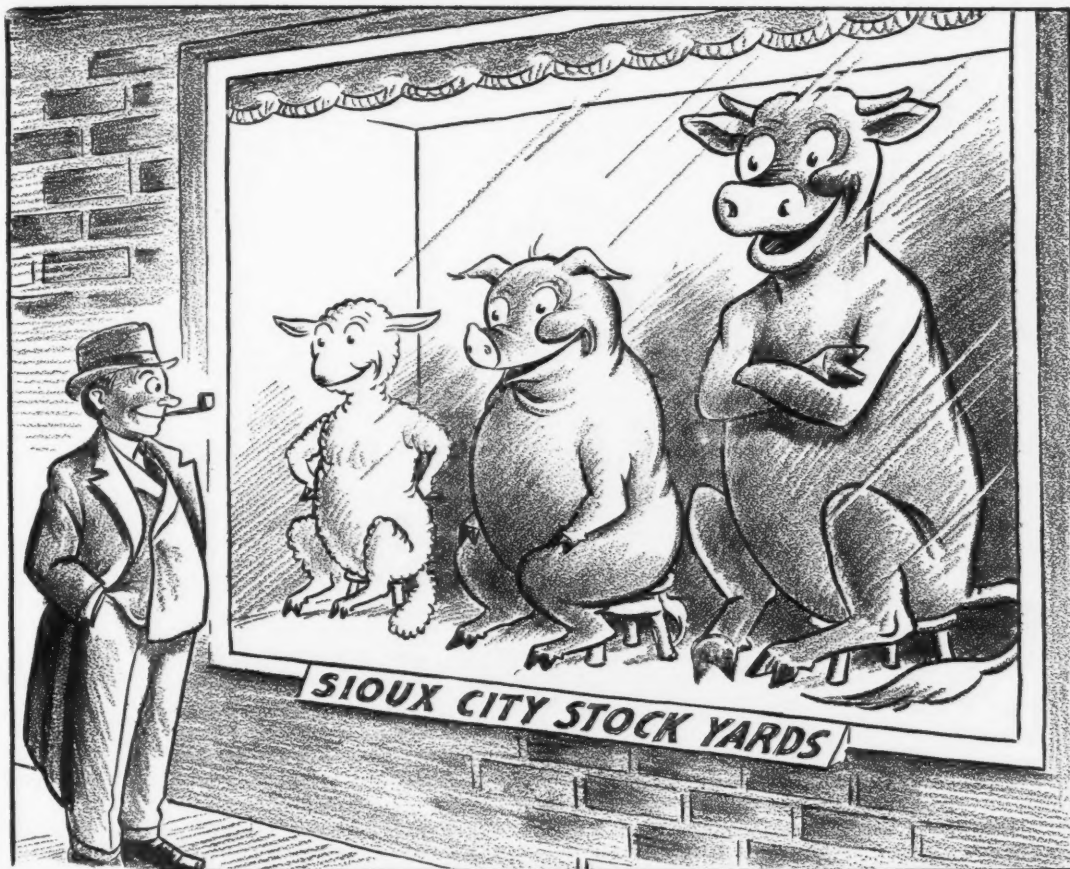
All things considered, as the columnists put it, January fat-cattle trade was a serious disappointment to all interested, especially feeders, who were caught in a tight fix, many with steers that figured in deep carmine and in striking contrast with the healthy market during the corresponding period of 1939 when feeders' profit margins were \$2 to \$2.50 per cwt. on smaller gain cost.

Cheap Pork Blamed

A logical reason assigned for cattle trade dilapidation was an avalanche of cheap pork. As two pounds of this meat was available at the cost of one pound of beef, consumers went to it unani- mously. Killers bragged of their suc-

cess in vending hog product; domestic economy ginks played it up as a means of reducing living cost; swine breeding associations resorted to propaganda; and chain store supersalesmanship literally threw it into the consumer lap. Beef did not have a Chinaman's chance in such competition. The slogan "Eat More Pork" literally churned the atmosphere.

Enormous but anticipated expansion of hog slaughter forced cost of packer droves below 5½ per cent, Chicago. At the low spot, this cost flirted with \$5, but at a critical moment killers actually supported the price list. At intervals the top worked back to \$6 per cwt., but a spread of \$5.25 to \$5.75 took the bulk. Canada took a few thousand shoats, 160 to 180 pounds, to eke out short domestic supply, Canadian prices ruling 40 per cent above Chicago, but this narrow outlet afforded scant if any relief. Shipping live hogs to Canada is responsible,



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owing to strict quarantine regulations rigidly enforced, consequently purchases for that account are rough dressed wherever bought, the carcasses going to Toronto and Montreal for cure. By this expedient Canadian packers secure a supply of cheap raw material, utilizing domestic labor for processing.

An open trade secret is that packers could have depressed the market to a front figure \$4 basis, as they frequently furnished support by buying freely on 15- to 25-cent declines. This is good policy, as the last thing they desire is another famine period, breeders threatening to reduce sow herds. The scheme to control pork production through the corncrib has definitely blown up; control of corncrib contents is another exploded fallacy.

Mutton Fares Well

Live mutton trade is faring to advantage during the winter melee, in a relative sense at least, as fluctuations from week to week are narrow. Occasionally the lamb market drops to an \$8.75 to \$9 basis. On the succeeding movement, \$9 to \$9.25 is the market, and on occasional spurts another 25 cents is added for lagniappe, but any illusion that gains are permanent is speedily dispelled. A healthy wool market sustains lamb prices. Undoubtedly the crop would have sold \$1 to \$1.50 per cwt. lower without it. Shorn lambs are penalized 50 to 75 cents per cwt., packers being partial to wool, and, above 100 pounds, fat lambs run into trouble. Fat sheep have advanced to the highest level of the season, \$4 to \$4.85, merely because they are scarce, as demand for mutton is restricted.

STOCK CATTLE ACTIVE

WINTER STOCK CATTLE TRADE, while seasonally of restricted volume, is nevertheless active at prices somewhat lower than when the market went into winter quarters. Spring activity will depend on physical conditions, especially in the Corn Belt, where a prolonged dry spell has recently been broken by general, and in many sections heavy, snowfall. Current demand centers on calves and yearlings, as feeders refuse to take on fleshy steers that have had a taste of corn. Green cattle are abnormally scarce, and beef-makers

will look at nothing else. Iowa is the heaviest purchaser at the moment. In the event that pasture is available, demand will broaden, as the crop of steers laid in last fall is in process of liquidation. The moment farmer-feeders sell grass, they want cattle in the worst way—a pernicious policy, as the early growth furnishes scant sustenance.

Another run of calves and yearlings across the Mexican border impends. During the first eleven months of 1939 that country sent 366,520 head in the 200- to 700-pound range to this market, compared with 209,580 in 1938. The total importation, all weights and classes, from Mexico was 454,540, compared with 257,346 in 1938. Canada sent 279,000 against 135,254, of which 170,244 weighed over 700 pounds. In 1938 this importation was 68,906. Few Canadians are on tap, Jersey City reporting an occasional load from Ontario, costing killers \$9 to \$9.50. Western Canada is shipping beef, of a kind, to the Pacific coast on both sides of the line. The eastern market for plain heavy steers is depressed, owing to a run from Virginia—a new wrinkle, as the practice in that area has been to market big cattle off grass. Cheap, abundant corn has made short feeding possible, which accounts for the recent drop in short-feds weighing 1,300 to 1,400 pounds at Chicago, eastern shippers passing them up.

All Eligible Corn Sealed

Corn persistently refuses to reach the government loan goal, 57 cents, at interior points. Every eligible kernel has been sealed; millions of bushels of free corn are strongly held, in expectation that this grain will work close to wheat. Feeders could use a considerable quantity of this corn, but experience difficulty in buying locally, and they prefer sacrificing short-feds to shipping in. In other words, the corn loan is making a fictitious but comatose market. At 60 cents, much of this grain would be available.

Protests against the 12 per cent reduction in corn acreage this year are numerous. Inevitably the sign-up will be curtailed. A vast increase in soy bean acreage is on the tab; more grain sorghums will be grown, as this device makes possible beating the corn reduction program,

and, should a drought threaten when corn goes into the ground, sargo will be planted generally. The corn-hog check is popular currency, however, although use of the hyphenated term is absurd, hogs being excluded from benefits.

Clamor for increased benefits is noisy, despite President Roosevelt's admonition to Congress that the appropriation should be cut 25 per cent. As the agrarian vote is powerful, it is doubtful if this recommendation will be followed. The processing tax proposition to raise money for increased "benefits" is as dead as Julius Caesar, if Washington information is reliable.

South America is still dumping big packages of canned beef into this market, Brazil being the principal contributor at the moment, and there is more to come. During the first eleven months of 1939, imports of canned beef and veal aggregated 82,511,852, against 71,778,000 pounds during the previous corresponding period. Expectation is that the 1940 intake will be 15 to 20 per cent heavier, as transport to North America is not hampered by the war.

Hog Product Accumulating

An enormous stock of hog product is in process of accumulation, which must be reckoned with in speculating on the summer cattle market. Pork stocks on January 1 aggregated 467,500,000 pounds—a 40 per cent increase in December—and January and February slaughter is running heavy, insuring a burdensome holding by March. Pork is going into current consumption, however, packers and retailers putting strong selling force behind it. The January 1 stock was only 9 per cent more than a year ago, which indicates that consumers are taking advantage of low prices. Beef stocks, mostly low-grade product, are 20 per cent under the previous five-year average.

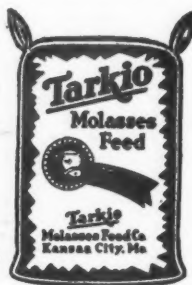
Packers are not concerned over the British rationing system, as they figure England will need pork. In that expectancy, they are accumulating a stock at prices that practically insure inventory profits during the summer merchandising season. England is buying lard and must continue to buy, as that commodity is available from no other source. The January 1 stock of lard, 161,000,000 pounds, was a record—80 per cent more than on December 1, 50 per cent in excess of a year ago, and 68 per cent above the previous five-year average.

Beef is a different proposition, however. The Allies have a practically inexhaustible supply in South America, easily accessible, provided delivery is possible. British prices have advanced, which is reflected in South American cattle values. Disparity between United States and South American cattle prices is too great to justify sending a single pound across the Atlantic. That rationing in England and France will reduce consumption is not open to argument.

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HOLDINGS OF FROZEN AND CURED MEATS

	Jan. 1, 1940†	Dec. 1, 1939	Jan. 1, 1939	Five-Yr. Av.
Frozen Beef.....	64,967,000	54,384,000	42,421,000	89,888,000
Cured Beef*.....	14,021,000	13,288,000	15,766,000	22,126,000
Lamb and Mutton.....	4,890,000	4,187,000	3,541,000	4,850,000
Frozen Pork.....	176,403,000	87,100,000	151,923,000	168,632,000
Dry Salt Pork*.....	67,062,000	44,799,000	56,836,000	61,347,000
Pickled Pork*.....	223,951,000	200,373,000	221,345,000	272,002,000
Miscellaneous.....	93,823,000	68,970,000	72,040,000	94,355,000
Total Meats.....	645,117,000	473,101,000	563,872,000	713,200,000
Lard.....	161,319,000	88,955,000	107,421,000	95,550,000
Frozen Poultry.....	167,458,000	127,649,000	139,108,000	137,977,000
Creamery Butter.....	55,468,000	89,783,000	128,770,000	64,050,000
Eggs (case equivalent).....	2,598,000	4,089,000	2,099,000	2,727,000

*Cured or in process of cure. †Subject to revision.

CHICAGO WHOLESALE DRESSED MEAT PRICES

	Jan. 15, 1940	Dec. 15, 1939	Jan. 16, 1939
FRESH BEEF AND VEAL—			
Steer—Choice (700 lbs. up).....	\$15.00-16.50	\$13.50-15.00	\$17.00-18.50
Steer—Good.....	14.00-15.00	12.50-13.50	15.00-17.00
Steer—Choice (500-700 lbs.).....	15.00-17.50	14.00-17.00	17.00-18.50
Steer—Good.....	14.00-15.50	13.00-15.00	15.00-17.00
Yearling Steer—Choice.....	16.00-18.00	15.50-17.50	17.00-18.50
Yearling Steer—Good.....	15.00-16.00	14.50-15.50	15.00-17.00
Cow—Commercial*.....	12.00-13.00	11.00-12.00	12.00-13.00
Veal—Choice.....	16.50-17.50	14.00-15.00	15.00-17.00
Veal—Good.....	15.00-16.50	13.00-14.00	14.00-15.00
FRESH LAMB AND MUTTON—			
Lamb—Choice (55 lbs. down).....	14.00-16.50	13.50-16.00	17.00-19.50
Lamb—Good.....	13.00-15.50	12.50-15.00	16.00-18.50
Ewe—Good.....	6.50- 7.00	6.50- 7.50	8.00- 9.00
FRESH PORK CUTS—			
Loin—8-12 lb. average.....	11.50-12.50	11.00-11.50	14.00-15.00

*Previous classification, "Good."

LIVE STOCK AT STOCK YARDS

	December 1939	December 1938	Full Year 1939	Full Year 1938
RECEIPTS—				
Cattle*.....	975,764	993,833	13,896,212	14,075,548
Calves.....	428,336	470,936	6,560,148	6,563,390
Hogs.....	3,331,141	2,569,682	27,974,450	24,801,011
Sheep.....	1,513,643	1,551,716	23,817,185	25,597,757
TOTAL SHIPMENTS†—				
Cattle*.....	391,321	440,341	6,047,837	6,021,284
Calves.....	180,663	191,946	2,762,585	2,250,569
Hogs.....	848,728	726,097	7,251,052	6,955,919
Sheep.....	671,097	673,098	11,975,719	12,557,789
STOCKER AND FEEDER SHIPMENTS—				
Cattle*.....	203,819	236,549	3,161,098	2,948,590
Calves.....	69,080	72,646	953,222	666,146
Hogs.....	45,994	43,040	492,660	421,945
Sheep.....	141,159	155,355	3,597,611	3,367,254
SLAUGHTERED UNDER FEDERAL INSPECTION—				
Cattle*.....	773,408	757,557	9,446,303	9,776,027
Calves.....	381,131	417,193	5,264,058	5,491,585
Hogs.....	5,236,421	4,346,079	41,367,825	36,186,410
Sheep.....	1,388,705	1,347,422	17,241,037	18,060,136

*Exclusive of calves. †Includes stockers and feeders.

CHICAGO LIVE STOCK PRICES

	Jan. 15, 1940	Dec. 15, 1939	Jan. 16, 1939
Slaughter Steers—Ch. (1,100-1,500 lbs.)..	\$10.50-11.75	\$ 9.00-10.50	\$11.50-13.25
Slaughter Steers—Good.....	8.75-10.50	8.25- 9.75	9.25-11.50
Slaughter Steers—Ch. (900-1,100 lbs.)....	11.00-11.85	10.00-11.00	11.50-13.25
Slaughter Steers—Good.....	9.25-10.50	8.75-10.00	9.25-11.50
Slaughter Steers—Med. (750-1,300 lbs.)..	7.50- 9.25	7.50- 8.75	7.75- 9.50
Fed Young Steers—Gd.-Ch. (500-900 lbs.)..	9.50-11.85	9.00-11.25	9.00-12.25*
Heifers—Good-Choice.....	9.00-11.00	8.25-10.75	9.00-12.00
Cows—Good.....	6.50- 7.25	6.00- 7.00	7.00- 7.50
Vealers—Good-Choice.....	11.00-12.50	9.00-10.00	8.50-11.00
Calves—Good-Choice.....	8.00- 9.00	7.00- 8.00	6.50- 8.00
Feeder and Stocker Steers—Good-Choice.....	7.50- 9.50	7.75-10.00	8.00- 9.50
Feeder and Stock Steers—Com.-Med.....	6.00- 8.00	6.75- 8.00	6.75- 8.00
Hogs—Med. Weights (200-240 lbs.).....	5.70- 6.00	5.10- 5.45	7.25- 7.80†
Lambs—Good-Choice.....	8.90- 9.25	8.25- 8.90	9.00- 9.50
Yearling Wethers—Good-Choice.....	7.25- 8.00	6.60- 7.65	7.25- 8.00
Ewes—Good-Choice.....	3.75- 4.85	3.50- 4.50	3.85- 4.75

*550-900 lbs. †200-250 lbs.

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HIDES UNSTEADY; WOOL TRANSACTIONS SLOW

BY J. E. P.

HIDE VALUES MOVE UP AND down fractionally from day to day. Substantial increase in the take-off is a mildly bearish influence, as slaughter will show a substantial increase during the first quarter of 1940 compared with last year, unless all the signs are awry. Trade reports indicate that heavy shoe production in 1939, which exceeded the previous high record of 1936, has resulted in an accumulation in the hands of distributors, although this is not necessarily a bear argument. However, spring sales have lagged, and, as no outstanding style features have developed, retailers lack incentive to file early orders. Advancing manufacturing costs threaten deteriorated quality, as consumers balk at paying more money.

Upper leather is selling freely; sole leather is less active. Prices of all grades of leather are firm, with a rising tendency. Tanning operations are expected to continue active. Stocks of finished leather in all hands have been reduced to a relationship in line with demand. Export trade is a factor, sales on that account having expanded.

Since November, hides have advanced moderately but suggestively. Argentina shows more gain than Chicago. Buying by traders for resale at the first favorable opportunity must be reckoned with, however. Packers' stocks are not heavy, but increased exports tend to relieve a somewhat tight domestic supply position.

Current Chicago quotations follow:

Packer steers, heavy natives, 58 pounds up, 14½ cents; heavy Texas, 58 pounds up, 14½ cents; extra light natives, 48 pounds down, 15½ cents; heavy butts, 58 pounds up, 14½ cents; heavy Colorados, 14½ cents. Packer cows are selling at 14½ to 15 cents. Country hides are quoted: selected extremes, 14¼ to 14½ cents; untrimmed, all-weights, 12 cents; heavy cows, 10 to 10½ cents; bulls, 7½ cents.

Lull in Wool Transactions

A plethora of inquiry with paucity of transactions tells the story of current wool trade briefly but comprehensively. Nobody is throwing the staple on a bargain counter. Buyers politely but firmly decline to pay more money except when emergency necessitates a purchase. What business develops from day to day is in spot fleeces, combing three-eighths and quarter blood going at 45 to 47 cents. Boston reports a restricted trade in territory wools, a firm market for finer grades, weak with a lower trend otherwise. Original bag fine territory, running largely to French combing length, costs \$1 to \$1.02, scoured basis; average to short French combing length is worth 95 to 98 cents. Graded quarter blood combing is quoted at 78 to 80 cents; three-eighths at 83 to 85 cents.

Twelve-months Texas wools are selling at 98 cents to \$1.03; fall shorn Texas, at 72 to 75 cents; and eight-months, at 87 to 89 cents, all shorn basis.

Future wool prices are in the hands of the British government, which has released 75,000 bales for American use, estimated to cost 90 cents to \$1, clean, landed at New England mills. This release, however, has not afforded the relief anticipated, generating an opinion that a squeeze on fine wool is possible before the 1940 domestic clip is available. The prospect has been complicated by seizure of shipping facilities by the British government.

In manufacturing circles, higher prices are confidently expected. Combing and carding for the heavyweight season is well under way, current consumption running close to record levels. The tight statistical position of raw wool has been eased by moderate imports from South Africa and South America which have proved satisfactory for blending purposes. Release of Australian wools should clarify the domestic situation until the new clip moves to market. The problem is early transportation.

J. A. Hill, the Wyoming expert, takes this view of the prospect:

"Approach of the new shearing season calls attention to the fact that the supply of wool in the United States will be extremely limited between now and June 1; also that the temper of domestic growers will have much to do with domestic prices. Both manufacturers and speculators in the top futures market have an idea that growers will sell at prices lower than current quotations. Manufacturers are only increasing their prices for fabrics moderately, while May and July top futures are considerably below current levels."

Growers in the West are expectant of 35 cents for fine and up to 40 cents for medium wool. Dealers are making no effort to contract the new clip, talking lower prices meanwhile, which is trade practice at this season when their inventories are at low ebb and they are on the buying side of the proposition.

Bearish bait is being put out in the shape of prediction that the British gov-

ernment will cut prices later, especially if its announced terms are not accepted. This is mere propaganda, as London is more likely to advance than cut its selling terms. British exporters have advised domestic trade to this effect.

A preliminary estimate of the quantity of apparel wool in all hands in the United States on January 1, 1940, is the smallest for any similar period since some time prior to 1920, with the exception of 1937. But for heavy imports during November and December, the carryover would have been far below any previous year. On January 1 the stock of apparel wools in the United States was 244,000,000 pounds, on a grease basis, compared with 341,000,000 pounds last year, 356,000,000 in 1938, and a ten-year average of 351,000,000 pounds.

Domestic prices show an advancing tendency and are expected to continue above export parity until our subnormal stocks have been replenished.

POINTERS ON MARKETS

(Continued from page 23)

Nineteen hundred and thirty-nine had a high market the first four months. It will reverse itself this year, and heavy cattle—the choice heavy cattle—will sell at a premium. The others will not be wanted, and it would be a good thing for the trade—the feeder, the grower, and the distributor—if we never had another steer on the markets in the United States weighing over 1,100 pounds. The demand for that heavy cattle will never return.

Fifty per cent of the meat eaten today is eaten in restaurants. Chicago has 500 restaurants now to one forty years ago. Today people dine out at night. They cook a little oatmeal and a couple of eggs for breakfast. Mr. Hoover killed our beefsteak breakfast when, during the World War, he said, "Don't eat meat before twelve o'clock." Go into any restaurant and see what they sell for breakfast: Toast, rolls, and coffee. Restaurants are giving small portions and charging plenty for it. You cannot get a scrap of meat in Chicago for less than 75 cents. A dinner on the train last night came to \$2.25. That was for beef. Why is it that beef is always the highest thing you buy in the eating places? And in the retail market beef is always high. That is something that should be remedied.

There is considerable criticism about the spread between wholesale and retail prices, and it is justified. Today when a woman goes into a store and is asked 60 cents a pound for steak, she generally winds up by buying something else. You will notice, when you get announcements from the American Institute of Meat Packers as to the wholesale cost of meat, that it has gone down. You never hear anything about the retail cost. It seems that retail cost of meats is un-



HURRY, MAW, AND GIT THROUGH WITH YER SPRING CLEANIN'—THIS HOUSE IS HEAVY!

changeable. The packer has his troubles, trouble in getting an assortment, trouble with the CIO running his packing-houses, trouble with the boys at Washington taking so much in taxes. The retailer has union wages that are fixed. Then there is the sales tax, passed on to the customer, of course. But it is tax, tax, tax. All these things make the spread between wholesale and retail, and there is no chance of pulling them down. Women write me letters: "You said over the radio that cattle went down \$2, and they raise the price of steaks." Murdo Mackenzie told me once that there were too many retailers. Well, they are gone and now they have the cash and carry. They are just as exacting and just as voracious, if not more so, than the little retailer was.

Stock cattle have come down about \$1. The trade is hibernating. There will be no movement from the pastures to market or feed-lot for several months to come. The commercial cattle grower is in much stronger strategic position than the feeder. If the feeder gets the price of his feed for the next several years, he will be fortunate, because \$2 and \$2.50 spreads are gone. Several factors are entering into the cattle situation. Wisconsin, Iowa, Indiana, Kentucky, Tennessee, and Illinois are all in the middle of a prolonged drought that started last summer. They did not feel the effects last summer, because nature sent some rain just at the opportune moment and pulled the corn crop through. But there is a drought down there. Streams are dried, and catfish now going up the river are raising dust with their tails. If a grass supply does not show up next spring, and if the corn crop does not come through favorably, conditions will be not so good. Corn will jump, and it may go to 75 cents. In that case it will kick back on you stockmen, as far as stock cattle are concerned.

Nevertheless, there is a shortage of cattle in this country. On a trip from Texas through to Montana last spring I told feeders there to keep an eye on the stock cattle market. We have had three good corn crops in a row—something unprecedented. It will kick back on stock cattle. Drought and high prices affected stock cattle—drought pushed them out and high prices pulled them out. A lot of cattle were bought, and now there is a headache. You will, I think, see caution used next summer.

To stress another point: There is a gradual increase in the number of beef herds east of the Missouri River—just here and there, small herds mostly. The largest beef cattle herd I know of is on the Thompson Lake Farm—cattle bought up largely from Texas. But the farmer is not going to be a beef cattle raiser. It takes too long. The dairy business is recovering. Butter is going up and the average Corn Belt farmer is either a dairyman or a cattle feeder. The latter likes to buy a lot of cattle and feed them ninety days to six months. But he will

not sit down with a herd of cows and carry them through the gestation and the lactation periods and carry them until they weigh 700 to 900 pounds. So, east of the Missouri River you will not have any serious competition from local stock cattle. Go anywhere through Iowa and find a man with a herd of cows and some calves and tell him you want to buy them, and he will set the dog on you. The western cattleman will always have the monopoly on replacement. They have to have your cattle. There is no way out of that.

They tell the story of a Swede who said that he could lick anybody in St. Paul. He went over to Minneapolis and, after engaging in a fight there, he was thoroughly licked. After the fight, said he: "I took in too much territory." That is what the average feeder does. If he makes money on one load of cattle, he wants to buy three, and he loses his shirt. But he will not get into breeding. There will be a few, but very few. A gentleman is here to discuss tomorrow the subject of the development of the cattle industry in the South. There are a few more cattle being bred down there, but the South outside of Kentucky and Tennessee, is not a cattle country, and you cannot grow cattle on soil that was not made for it. I have been taken to task on this development in the East in articles I have written. All I did was to report facts, and I stated that the western cattlemen had nothing to fear. However, as to competition, that is the only way values can be established. Read the history of marketing in Athens and Rome and the modern day. You will find that there was always competition. And the fellow who made the highest bid got the stuff.

SENATE SHOULD RATIFY

(Continued from page 21)

good fat steers in Argentina sell for four cents a pound and packing-house workers receive 16½ cents per hour, as compared with 62½ cents per hour in the packing centers of the United States. The American live-stock industry cannot compete and should not be expected to compete in the domestic market with the cheap products from countries maintaining low living and wage standards.

Has Not Moved Surpluses

It has been contended that the trade agreements program has opened up foreign markets for our surplus agricultural commodities. While it is admitted there are possibilities under this program and that some commodities have benefited, the records indicate that our cotton exports in 1938 were one-fourth less than they were in 1937 and were only about half the 1926-30 average. This would indicate that cotton is receiving very little benefit from the

reciprocal trade agreements program. In order to move our surplus wheat into the foreign markets during the past two years, it has been necessary to subsidize the exportation of this surplus at a cost of about 26 cents a bushel. In 1938 our exports of cured pork were only 16 per cent as much as the 1910-14 average; lard, only 40 per cent as much. And so we find, with all these trade agreements, we still have no dependable foreign market for our principal agricultural surplus commodities such as cotton, wheat, lard, and pork.

While the objectives of the trade agreement program are laudable and many of the agreements are working out satisfactorily, others have been a boom-erang to American agriculture. Those in



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the offering are still more threatening. How to preserve the good and eliminate the bad features of the program is a problem facing Congress.

It should be understood that when we make a trade agreement with one country every other country gets the same benefit of those concessions. As a consequence, we encourage imports from non-agreement countries making no concessions as well as from the agreement country, with no real assurance of increasing our exports. It is true of course, that by increasing our imports from a foreign country we thereby increase the purchasing power in that foreign country and may, by virtue of that fact, increase our exports to that country. However, it may result in the sale of American securities instead of increased exports. Foreign investments in the United States at the close of 1938 amounted to \$7,883,000,000.

How much more essential it is to our national welfare to increase our domestic purchasing power rather than to build up foreign purchasing power becomes evident when it is realized that 93 per cent of our industrial and agricultural production is consumed in the United States. Only about 7 per cent of our production of movable goods is exported. On this basis, if we permitted imports to replace another 7 per cent of our domestic production, it would be necessary for us to increase our exports 100 per cent to offset the imports. To relieve the American farmer of price depressing competitive imports (only a few have been mentioned) would go a long way toward restoring agricultural purchasing power, which in turn would stimulate industrial activity. The few benefits agriculture has received from the trade agreement program are offset by the increase of competitive imports and by the threat of further concessions. A trade agreement based on benefits to one group in the United States at the expense of another group cannot be defended.

Benefits Nullified by War

The concessions that have been granted the United States in these trade agreements have been largely nullified by the war. Neutrals as well as belligerents have imposed exchange controls and import licenses. Under this system, only most essential American exports are permitted entry. As an example of this, both Great Britain and France have been refusing licenses for the importation of American apples. This was one of the important items on which the United Kingdom made a tariff concession in return for concessions on American import duties.

We continue to give all countries the benefit of the concessions we have made, although various methods have been used by most of the countries to impede our exports.

The depreciation of foreign currencies has had the effect of cheapening foreign

goods in our market and enhancing the price of American goods in foreign countries. Each of the following countries has depreciated its currency between the date of signing the trade agreement and November 30, 1939, as follows: France, 66 per cent; Belgium, 29 per cent; Switzerland, 31 per cent; Netherlands, 22 per cent; United Kingdom, 17 per cent; Finland, 9 per cent; Sweden, 6 per cent.

Agreements with these countries were all made after the United States had revalued the dollar.

Trade agreements can offer no assurance of currency stabilization. As a consequence, there is no assurance that our markets will not be flooded with commodities from countries with depreciated currency, if we open the tariff gate.

With the world in the turmoils of war, it is hardly possible to negotiate trade agreements now with any country that could assure our farmers of any benefits. If the pending trade agreements with Uruguay and Argentina are consummated, they will be a serious blow to agriculture. Exportable surpluses of those countries are agricultural, the same as ours.

While we might increase our sales to them of automobiles and industrial machinery by accepting, under a lower tariff, increased quantities of meat, corn, and other agricultural products, it would be a trade certainly detrimental to agriculture. With 68 per cent of all the automobiles in the world owned here in the United States, it would logically be to the interest of the manufacturer to cultivate the larger home market rather than to destroy it for the benefit of a lesser foreign market.

An analysis of our foreign trade with Argentina shows that during recent years we have had a favorable trade balance. However, during the five years embracing the war period—1916 to 1920—our exports to Argentina averaged \$131,000,000 but our imports jumped to an annual average of \$185,000,000. This gave the United States during that war period an adverse trade balance with Argentina of about \$250,000,000. The prospects are that the present war will force an extra flood of Argentine products into the United States. Concessions to encourage such imports at this time would appear thoroughly ill advised.

Discriminating Against U. S. Trade

The United States has been Argentina's second best customer for the past thirty years. Only Great Britain has purchased more heavily. Argentina's exports to the United States during the first nine months of 1939 showed a 50 per cent increase over the corresponding period of the previous year. With apparent disregard for the above facts but with a view to negotiating a trade agreement with the United States, Argentina has for some time been discriminating against the trade of the

United States, as is evidenced by the following excerpt from a Buenos Aires dispatch appearing in the *New York Times* of October 22, 1939:

United States Still in Third Group

"Buenos Aires, Oct. 21.—Argentina has classified the nations of the world into three categories for trading purposes. First, there is a list of fifteen nations that receive most-favored-nation treatment; that is, they receive the same treatment as that accorded to Great Britain under the terms of the Roca-Runciman treaty. This most-favored-nation group includes Great Britain, Germany, France, Italy, Bohemia and Moravia, Denmark, Greece, Holland, Norway, Spain, Bolivia, Brazil, Chile, Paraguay, and Uruguay.

"Ninety-five per cent of the total import trade from these fifteen countries is not restricted in any manner. Then there is a group of less-favored-nations, composed of Belgium and Luxembourg, Finland, Iceland, Southern Ireland, Poland, Sweden, and Switzerland. Imports from these countries are partly restricted by certain quotas which are not applicable to the first group.

"Finally, there is a third group composed of the United States, Japan, and countries that are of no importance to Argentine trade. Less than 25 per cent of the import trade from these countries is unrestricted. For instance, there are more than 200 groups of United States products that either cannot be imported under any circumstances or against which there are discriminatory quotas that are not applicable to other countries.

"In opinion of leading United States business men, this continued discrimination against the United States is incomprehensible unless it is being used as a bargaining weapon during the treaty negotiations. Argentina's argument that it must limit the importation of luxury goods to protect its balance of trade payments appears absurd in view of the fact that the importation of such luxury goods is unrestricted from fifteen countries."

Of course cattlemen realize that Argentina is not only interested in obtaining favorable concessions in a trade agreement but is also very much interested in obtaining Senate ratification of the Argentine sanitary pact. Chilled and fresh meats from Argentina, as well as from every other country in the world that has foot-and-mouth disease, are now excluded by law from the United States. The Argentine sanitary pact would lift the restrictions against the southern provinces in Argentina, where it is claimed no foot-and-mouth disease exists. This pact has been slumbering for the past five years in Senator Pittman's Foreign Relations Committee.

Thanks to the American National, every Senator has been fully sensitized as to the threat to the live-stock industry embodied in this pact through the medium of the excellent brief prepared on the subject by Secretary Mollin. If this embargo were lifted, it would not only endanger this country to a new outbreak of the foot-and-mouth disease

but pave the way to large importations of fresh and chilled beef. Senate ratification requires a two-thirds vote. With every western state having as many votes in the United States Senate as the most populous industrial states, there is little chance for Senate ratification of this Argentine sanitary pact.

Cannot Afford Further Concessions

So long as Uncle Sam continues to play the role of Santa Claus to foreign nations, the demands for concessions will never cease. Agriculture cannot afford to make any further concessions on competitive agricultural commodities for the purpose of encouraging industrial exports. Farmers and ranchers cannot afford to permit the fixing of import duties on their products by a secret committee that is not elected and consequently not responsible to the people and not familiar with the diversity of agricultural problems throughout the nation. In order properly to protect agriculture and particularly the live-stock industry, the Reciprocal Trade Agreements Act should be amended to provide for Senate ratification of all future trade agreements. I introduced a measure for this purpose at the last session of Congress and propose to offer it as an amendment to the resolution extending the life of the Reciprocal Trade Agreements Act when it reaches the floor of the House. Efforts will be made to amend the bill before it leaves the Ways and Means Committee, but the prospects are that it will be short two or three votes, and as a consequence the fight will have to be made on the floor of the House for the amendment. The prospects for amending the bill appear favorable if efforts can be concentrated on this practical middle course. A coalition between those who are opposed to the reciprocal trade agreements program and those who favor Senate ratification can muster sufficient support in the House to pass the amendment. Consequently because of the political influence the American National can exert through the various western live-stock associations, I hope your resolutions committee will resolve that the life of the Reciprocal Trade Agreements Act should not be extended unless amended to provide for Senate ratification. With this amendment, the measure would be in accord with the provision in the Constitution that requires all treaties with foreign nations to be ratified by the Senate.

Provisions for Senate ratification would assure American agriculture, labor, and industry an adequate opportunity to be heard on the actual terms of the agreements before they become effective. It would remove the legal objections that have been raised, that Congress had delegated to the executive branch of the government, contrary to the Constitution, the tariff, taxation, and treaty-making powers of Congress. It would recognize the desirability of negotiating such trade agreements as are mutually

advantageous and beneficial. It would permit the State Department to continue trade negotiations with foreign nations but with the limitation that before any trade agreement could become effective the full text would be subjected to public scrutiny and legislative approval.

Since Senate ratification requires a two-thirds vote, agriculture, and particularly the live-stock industry, would be fully and properly protected because of its relative numerical strength in the Senate. Since the resolution now pending in Congress will not affect the existing trade agreements, Senate ratification will permit those elected by the people and responsible to the people to pass final judgment on all future trade agreements.

PACKER FINANCIAL SHEETS SHOW EARNINGS LAST YEAR

ARMOUR AND COMPANY REPORTED for the fiscal year ended October 28, 1939, consolidated net earnings of \$7,012,057, compared with a loss of \$1,505,089 in the previous year.

The consolidated net earnings, which were slightly less than annual requirements for preferred dividends, consisted of a profit of \$7,706,630 earned by Armour and Company of Delaware and its subsidiaries and a loss of \$694,573 sustained by the parent company, Armour and Company (Illinois) and its subsidiaries, exclusive of Armour and Company of Delaware.

Sales in 1939 totaled \$715,318,909—about 1 per cent less than in 1938. Tonnage was about 1 per cent larger than in 1938.

Swift

Net earnings of \$10,321,522.65, compared with a loss of \$3,493,000 in 1938, were reported by Swift & Company. The report shows sales of \$756,731,536.

While reported sales are slightly lower than last year, the figures exclude European sales formerly included in the consolidated balance statement.

Cudahy

Cudahy Packing Company and subsidiaries, reporting operations for the fiscal year revealed a net profit of \$860,293 for the year, against a \$2,953,895 loss the preceding year. Deducting preferred dividend requirements in arrears, the profit represents a common stock dividend of 60 cents.

Wilson

Net consolidated income of \$3,201,639 for the fiscal year is reported by Wilson & Co. and its associates. This compares with \$19,940 net in 1938. Sales for the fiscal year totaled \$273,000,000, against \$275,000,000 for the previous twelve months, the decrease being due to lower price levels on meat and other products marketed.

Included in the Wilson report are earnings of the Wilson Sporting Goods

Company, which did a business of around \$10,000,000, and foreign subsidiaries, which earned a net of \$943,000.

Net working capital totaled \$28,215,777, an increase of \$2,510,114, and there was no bank indebtedness.

Morrell

Net income of John Morrell & Company for the fiscal year more than doubled the preceding period, totaling \$2,149,871, or \$5.57 a common share, against \$1,016,227, or \$2.63 a share, the annual report disclosed.

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FROM FOREIGN FIELDS

FOOD RATIONING IN GREAT BRITAIN went into effect early in January as an effort by the government to prevent a food shortage. The government claims there is no scarcity of food but that rationing is necessary to save ship space for war supplies and to conserve foreign exchange to purchase war supplies. The rationing regulations will have universal effect in bringing the war home—even the royal family will have ration cards. The first regulations restrict sugar to twelve ounces a week per person, butter to four ounces, and ham or bacon to four ounces. Rationing of meats generally will come later.

REICH'S GAME IMPORTANT ITEM

During the past hunting season in Germany, the game kill—an important item in Germany's economy—totaled 3,000,000 hares, 2,000,000 partridges, 1,800,000 wild rabbits, 1,000,000 pheasants, 640,000 head of deer, 57,000 head of red deer, and 37,000 head of wild boars. In addition to skins, which have a value of several million Reichsmarks per year, a large quantity of meat is supplied from this source annually.

FIFTY-FOUR BELOW

It is so cold in Norway that they are putting clothes on cows. As the mercury dropped to fifty-four degrees below zero, Fahrenheit, at Tynset in eastern Norway, farmers in many sections cut garments from sacking to keep cattle from freezing.

RECORD AUSTRALIAN WOOL CROP

Australian wool production this season (July 1, 1939, to June 30, 1940) will reach record proportions, according to the December revised estimate of the National Council of Wool Selling Brokers of Australia, which places production at 3,371,500 bales, or approximately 1,094,000,000 pounds, converted to a grease equivalent. This is an increase of about 11 per cent above the estimated production in 1938-39, and an increase of 10 per cent above the average for the five seasons 1933-34 to 1937-38. The large current clip has been purchased by the United Kingdom through

an agreement with the Australian government, and the disposal of it is to be made under direction of the British Wool Control. That part of the clip above British and domestic requirements is to be sold to neutral foreign countries, and Australia is to receive half the profit from such sales. The quantity to be released for American buyers is still unannounced.

CHINESE FARM EXPORTS OFFSET THOSE OF U. S.

CHINA RANKS WITH THE UNITED STATES as one of the biggest producers of agricultural products, a report by the office of Foreign Agricultural Relations shows.

Exportable crops of these two countries complement each other. China can take much of the surplus cotton, tobacco, wheat, and fresh fruits of the United States to balance the tung oil, hides, carpet wool, tea, and silk wanted by the United States. The foreign office is therefore studying the question.

Fred J. Rossier, who made a report on the study, spent more than a decade in the Orient. He says, "China leads all countries in the production of rice, soybeans, millet and many minor commodities. In wheat production, China frequently ranks next to the Soviet Union and ahead of the United States. In total tobacco production China ranks along with the United States and India in first place, and in cotton production is in third place after the United States and India."

"The cultivated area of China is 50 to 60 per cent that of the United States; yet China produces sufficient food to feed three and one-half times the population of the United States. Chinese farming is intensive because of the large population per unit of land cultivated. Fields are small, and much human labor is used on each acre of crop land."

"In China, 750 man-hours of labor are required to produce an acre of rice, compared with twenty-five in the United States. Chinese general farm practice compares with truck farming in the United States, since hand labor performs most of the planting, cultivating, and harvesting, while power (in China, horse or ox) is generally used for plowing and harrowing."

LIVE STOCK HEALTHIER, BETTER, SAYS MOHLER

IN A REPORT TO THE SECRETARY of Agriculture for the fiscal year ended June 30, 1939, Dr. John R. Mohler, chief of the Bureau of Animal Industry, calls attention to the near eradication of two diseases; namely, bovine tuberculosis and tick fever. Tuberculosis among cattle has been practically eradicated from forty-seven states and the work is nearing the same goal in California, the forty-eighth. Tick fever is now confined to only limited areas in southern Florida and southwestern Texas, now aggregating less than 1 per cent of the area formerly infested with cattle ticks.

In its work on Bang's disease, of the 7,600,000 cattle to which diagnostic agglutination tests were applied during the year, approximately 2.9 per cent were slaughtered as reactors.

During the fiscal year the bureau continued its research for the development of more effective means of combating the horse disease, encephalomyelitis. This malady, known also as sleeping sickness, has caused serious losses in work stock in many states of the Middle West and Atlantic coast. Although preventive vaccination has proved to be successful in most cases, horse owners are advised also to use general hygienic precautions and to protect their animals from mosquitoes and other blood-sucking insects which are believed to help spread the disease.

For many years an attempt has been made to develop a record-of-performance test for beef cattle that may be used in "proving" herd sires. Recent studies by bureau animal husbandmen have developed a method consisting of two simple body measurements of a beef animal, plus a record of feed consumed in reaching a certain weight. Those two measurements, which are the height of withers and heart girth, give the index to carcass quality, and the feed record tells how efficiently the animal puts on weight. The herd owners may thus know whether or not the offspring of a "proved" sire are likely to make efficient gains and yield carcasses of good quality.

The bureau's investigators have made progress in the breeding of a small-type turkey to meet the demand for a bird suitable for small families. Young hens of the new type weigh, when killed and plucked, from 6½ to 9 pounds and young toms from 10½ to 15 pounds.

Each year approximately 65,000,000 cattle, sheep, and hogs, sent to the principal markets, are examined by trained veterinary inspectors. This supervision makes possible the detection of contagious live-stock diseases in animals intended for reshipment, thereby aiding materially in protecting healthy herds and flocks from the introduction of diseased animals. Railroad cars and other vehicles in which diseased live stock are shipped are cleaned and disinfected as an additional safeguard under bureau supervision.

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As in former years, the bureau conducted the federal inspection of meat and meat food products on an extensive scale. This inspection is conducted at all establishments that ship their products in interstate or foreign commerce. Food animals are examined both before and at the time of slaughter in order to insure the wholesomeness of meats and meat food products. During the fiscal year more than 71,000,000 food animals were slaughtered under federal inspection at 684 establishments located in 249 cities and towns. Inspection also extended to the curing, canning, and other processing of more than 8,400,000,000 pounds of meat and meat food products.

In addition to the protection which this service gives the public, the meat-inspection records provide much valuable data concerning the health of animals received from various localities and similar information of value to the livestock and meat trade.

BRANDS—OLD AND NEW

BY EDWARD BURNETT

*"O Ye bulls of Bashan, praise ye the Lord;
Praise him, and magnify him forever."*

SO SANG KING DAVID IN THE Psalms.

The Bible makes no mention of any brand on these bulls, but we know that in those times brands were used on cattle and horses to show ownership. The tombs in Babylon and Egypt show not only branded cattle but cattle being branded. Cyrus branded his cavalry horses but not his camels. Many men remembered their old trade in their brand. The blacksmith took the anvil—



—the tailor took his goose—



—the carpenter took the jack



plane—

A man called Coffin (he came from Marthas Vineyard) got tired of being


joked about his coffin brand, thus,



and sloped the sides in this way



and called it an hourglass. John Clay said something when a rustler changed

his  to a rocking chair like this:




. King David was a musician;

he played on a harp of many strings;

undoubtedly his brand was a harp:



It takes an experienced hand to read

a brand correctly.  is a cross,



is a Catholic cross,



is an

ex, and  is a Maltese cross—

Theodore Roosevelt's brand. The



is, by rights, St. Andrew's cross.



is open cross, not double cross.

Coronado was the first man to brand cattle on the American continent. He

branded the Catholic cross, thus,



The Spanish nobles who had large grants of land no doubt had individual brands, and their cattle were the start of the vast herds that roamed on the Mexican domain.

The next cowboy to ride into the arena to add glamour to the pages of American history is our friend George Washington. You know his picture as a general, but see him as a cowboy on a prancing cowpony—hats, chaps, spurs, and a long rope. He ran the GW brand on right buttock. We will now quote from his diary, otherwise you might not believe me.

"November 1st, 1776—Sent 1 bull, 18 cows and 5 calves to Doeg Run. In all, 24 head, branded on ye buttock G. W.


"Sent 5 cows, 18 yearlings and calves to the mill, which with 4 there makes 27 head in all, viz., 5 cows and 22 calves and yearlings branded in right buttock, G. W.


"Out of the Frederick cattle made the stock in all up to 100 head—these branded on right buttock, G. W.

"Muddy Hole cattle—branded on right shoulder, G. W."

We also read in George Washington's diary that he was raising mules in Virginia in 1780. The jack was a present from King Charles IV of Spain. I have strayed from my story's subject, but I merely wanted to show the Missourians that they are mistaken when they maintain that the mule is indigenous to their state. In George Washington's diary there is also a recipe for home-brew. It's all right. Take my word for it. I've tried it.

The Mormon church accumulated a lot of cattle from its one-tenth tithe. Brigham Young took a cross for his brand,

thus,  . It was like the Coronado brand but had one more crossbar—he saw Coronado and raised him a cross.

He also ran a metal tag in left ear, giving the range; for instance, 

Church, Cash Valley, Utah.

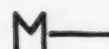
Blocker Brothers, Johnnie and Ab, drove trail herds on the Texas Trail in the early eighties. I had a story about them in some cow paper. In that yarn I spoke of the Blocker loop, I got some half dozen letters asking for a description, but I never got these letters answered. If this should meet the eye of any of the writers of these letters, I want to apologize and explain and so clear my conscience. I will say here that the distinguishing quality of the Blocker loop was in its size.

I've seen Johnnie, on a run, throw a loop that took in the whole mess wagon, four-horse team, cook, and all. The fact of the matter is, seeing that I must tell the whole truth, the Blocker loop was a trick stunt, not practical, hard to imitate but had many imitators. And yet it is surprising how many catches you can make with a big loop—if you don't catch 'em one place, you do another. Seeing that this story is called "Brands," allow me to say that Blocker's trail brand was called re'verse seven (accent on the first syllable, please).

Now a paragraph or so about a thing or two other than brands. J. H. Wallace shipped the first beef from Cheyenne in September, 1867. The Union Pacific Railroad was then into Cheyenne, but they had neglected building shipping pens. Wallace held his cattle five days while they built them. These cattle sold as beef. I did not see them. It was a bit before my day, but I would guess their weight at close to 1,400. The stock cars then were little dinky contraptions, load about fifteen head, freight rate \$300 a car.

The yearly rent on grazing land varied. In Montana and Wyoming it was 5 or 6 cents an acre for dry land. Wallace moved to north Montana, Glacier Park, and Alberta. Where we lease land by the section, he leased by the township, and he got the outside sections free. He paid 4 cents for school lands, 3 cents for state land, and 2 cents for Hudson Bay lands—a great grass country and well watered; a good steer country. But they always had too many dry cows.

Colonel Torrey, of roughrider fame, shipped some big, fat steers from Cheyenne in 1870. They were bought by the French government and shipped alive across the ocean for its army which was fighting the Germans. The French soldiers liked their beef issued to them on the hoof. The ocean freight was by the head—\$20—so the French government bought the heaviest steers. The Torrey

brand was —and the bar was long and ran to the hip.

Just a line or two to illustrate the cowboy character: Trail herd, and a big one of mixed ages; herd on to bed

ground rather late; a gale of wind and cold, cold slanting rain that would blow in through the button-holes of your slicker and wet you to the skin; a rolling country and swales; cattle bursting out in all directions; the boss and I on first guard.

"Go call the second guard," hollered the boss.

The storm quieted down a bit and so did the cattle. Pitch dark, and in a lull in the storm I heard one of the second guard say:

"If I couldn't hold this damn herd alone, may I go to hell."

"Foot in the stirrup, hand on the horn,

Best damn cowboy ever yet was born."

So goes the song, and that's the spirit that won the West.

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ROUND THE RANGE

WEST RANGE CONDITION NEXT TO RECORD LOW

WESTERN RANGES WERE IN the second lowest condition on record for January 1, reports the Denver office of the Agricultural Marketing Service. They continued dry into late in the year and supported only a short supply of feed. A serious stock water shortage situation, however, was relieved at the turn of the year.

J. B. Kincer, of the United States Weather Bureau, reported on January 28 that west of the Mississippi River all states except Arkansas had below-normal precipitation for the year. Colorado was relatively driest, with only 65 per cent of normal, followed closely by California, with 67 per cent. The relatively driest of the Great Plains states were Nebraska, with 69 per cent, and Kansas, 75 per cent of normal.

Nevada, with 8.45 inches, had the least rainfall for the year, though this was only slightly below normal, and Alabama, with 59.33 inches, the most. The total yearly falls in the Great Plains and central Rocky Mountain states were: North Dakota, 14.15 inches, the smallest since 1936; South Dakota, 15.71, also the smallest since 1936; Nebraska, 16.28, and Oklahoma, 20.08. Colorado had only 10.68 inches, somewhat less than the previous driest year of record, 10.89 in 1934. The average for Wyoming was 9.48 inches, also somewhat lower than the previous driest year, 9.81 inches in 1902. The California average, 15.85 inches, was the least since 1932.

Details on range and stock as reported by the Denver Agricultural Marketing Service office are summarized as follows:

Arizona.—Range feed conditions generally satisfactory except in northeast; cattle condition good except local dry areas; sheep condition good; south early lambing completed favorably; sheep in northeast reservation sections thin and losses will be heavy if winter severe.

California.—Near exhaustion old feed on ranges; general rain turn of year promising; pasture and range condition record low; supplements used heavily; stock not showing heavy shrink but that due to favorable weather and supplements; production costs increased; cattle shipments to restock lower ranges light.

Colorado.—Considerable feeding since snows but stock water situation eased; feed generally ample except local dry areas; stock condition generally very good.

Idaho.—Moisture, stock water some relieved; feeds ample; stock condition good.

Kansas.—Pastures short minimum feeds used in open fall and winter; small use of reserve feeds lately; cattle fair to good flesh.

Montana.—Considerable feeding; feed ample; large supply hay; stock water

and moisture situation relieved; stock condition very good.

Nebraska.—Generally ample feed except extreme west and local areas; cattle sold close where feed short; some tendency to expand in Sand Hills; cattle condition very good.

Nevada.—Range feed and stock water conditions improved; hay ample for average winter; cattle and sheep condition good.

New Mexico.—Stock water situation improved; ample feed for normal winter except in northwest and few local areas; stock above normal condition.

North Dakota.—Still considerable feed and roughage on ranges; increased feeding; feed ample except local areas; stock water short in places; stock condition generally good.

Oklahoma.—Conditions below average; cold and snow hard on stock; feeding general; stock water, moisture shortage continued; feed insufficient for severe winter.

Oregon.—Ranges generally carry short feed; feed started in lower areas; hay and feed ample; little concentrates feeding; spring feed outlook improved.

South Dakota.—Snow relieved stock water and moisture situation; range feed roughage generally ample with supplements; stock condition very good.

Texas.—Range feed prospects improved; grain pastures, winter weeds, grass should show improvement in January; stock in good flesh; losses light; cattle shipments out of state heavy all year; sheep marketings smaller; prospects for increased spring shipments sheep and lambs; early lamb crop will be larger.

Utah.—Weather permitted desert feed use; range feed below average; hay and feed generally ample; cattle condition good; sheep fairly good.

Washington.—Range feed short; feed ample; some surplus hay in central areas but shortage in north sections; cattle below normal; sheep fair to good.

Wyoming.—Range feed short in dry areas; snows provided stock water; stock condition good; heavy use shipped in feeds may be necessary.

BULLETINS IN BRIEF

REVIEWING THE SALIENT points of the meat business in 1939, George A. Schmidt, chairman of the board of the Institute of American Meat Packers, cited the following outstanding developments: (1) Total consumption of meat was about 1,000,000,000 pounds greater in 1939 than in the previous year and, in the aggregate, the greatest on record. Average consumption per person of meats and lard, estimated at about 145 pounds, was greater than in any year since 1934 and represents an increase of approximately 7 pounds per person over 1938. The increase was caused by a gain in consumption of pork. (2) Prices of practically all kinds of meat are substantially below the peak levels reached in September, 1939, and

AMERICAN CATTLE PRODUCER

in most cases below the prices of a year ago. Wholesale prices of bacon, lard, and fresh pork and some other cuts were at unusually low levels throughout most of the year. "Production of meat was unusually large, owing to the large number of hogs marketed and the relatively heavy weights at which animals were sold," Mr. Schmidt said. "Production of beef, veal, and lamb changed little." Percentage of decline in wholesale meat prices which occurred between September and January of last year are given as: Fresh pork loins, 52 to 57 per cent; fresh hams, 24; Boston butts, 41; smoked hams, 11 to 20; bacon, 14; prime steam lard, 33; choice steer beef, 13; choice veal, 17; choice lamb, 25.

NEW MEAT SLOGAN

Meat packers, wholesalers, retailers, and others are urged by the Institute of American Meat Packers to use in their national and local advertising a new meat slogan it has devised: "A meal without meat is a meal incomplete." The same slogan, used continuously by all advertisers of a product, produces gratifying results, says the Institute in a leaflet entitled, "The Birth of an Idea." "We suggest use right away in advertisements or in any way felt to be appropriate. The slogan takes up but little space. It has merit. It looks well even in a one-column-wide newspaper advertisement. Later on, the Institute will have some interesting news about stickers, postal meter indicia, signs, posters, cuts, designs, etc."

GREET THE CENSUS TAKER

Uncle Sam will be along in April to ask stockmen many questions. You can help yourself and millions of others by answering cheerfully the questions in the 1940 Census of Agriculture schedule. On this hundredth anniversary of the Census, there will be more questions asked than ever before. Some will be personal ones, too. But there is a reason for them. It will take 1,400 clerks about three years to compile and publish statistics gathered by some 60,000 enumerators. This, however, does not lessen the significance of your answers, which, you will be assured, are confidential. Your name becomes a code number. Free sample copies of the schedule may be had by writing to the Census Bureau in Washington, D. C., or from one of its county officials, usually the county farm agent. When you give your answers you will be participating in the making of the most up-to-date, complete statistical record possessed by any nation.

DENVER SHOW POPULAR

Record live-stock entries at the National Western Stock Show in January were the 1,363 individual cattle entries (499 of them in the junior division), the sixty carloads of breeding bulls, and the 217 carloads of feeder cattle exhibited. Purple ribbon for the carlot fat cattle

show went to a load of Herefords fed and exhibited by Frye Brothers, Peoria, Illinois—Colorado bred calves. Dan Casement of Manhattan, Kansas, showed the reserve champion load, which also consisted of Herefords. In feeder cattle, TO Ranch, Raton, New Mexico, won grand championship banner on a car of Hereford calves. Reserve championship award went to Fred DeBerard, Kremmling, Colorado, on a load of Hereford calves. In carload bulls, DeBerard won championship, while Wyoming Hereford Ranch, Cheyenne, Wyoming, won reserve championship. Grand champion steer of the show, a seventeen-month-old Hereford, was also shown by Frye Brothers. Reserve champion was a sixteen-month-old Shorthorn of 1,160 pounds.

LAMB GROWERS CAMPAIGN

A sales campaign designed to sell 20,000 lambs through the retail market and to increase demand for woolen goods was launched the week of January 22-27 by the wool growers and lamb raisers of Colorado. Retail merchants and business men of the state generally, realizing the importance of the sheep industry, co-operated with growers to put the drive across. Colorado is one of the most important states in the Union in the sheep and wool industry. The sheep market at Denver handled \$21,300,000 worth of sheep during 1939.

OGDEN SHOW CHAMPIONS

Grand champion bull at the Ogden Live Stock Show in January was a Hereford bull bred and exhibited by Bar 13 Ranch, Big Horn, Wyoming. Reserve champion bull was a Hereford bred by Wyoming Hereford Ranch, Cheyenne, Wyoming, and exhibited by White Mountain Hereford Ranch, Springerville, Arizona. Winterton Brothers, Kamas, Utah, had champion female, a Hereford, and Herbert Chandler, Baker, Oregon, Hereford breeder, had reserve champion female.

FEEDSTUFFS PRICES

Cottonseed cake and meal was quoted on January 25 at \$32 a ton, basis Dallas. Omaha prices on soybean oil meal January 22—41 per cent protein, \$34.50 to \$36.50; 44 per cent, \$38; linseed oil meal—fine, 37 per cent protein, \$40; pea size, \$41. Hay prices, carlot, on January 22, at Omaha, were: Alfalfa—choice leafy (fourth cutting), \$19; No. 1, \$17 to \$18; standard leafy, \$16; standard, \$15; No. 2, \$13 to \$14; No. 3, \$12 to \$12.50; sample, \$8.50 to \$10.50; upland prairie—No. 1, \$10 to \$11; No. 2, \$9 to \$10; No. 3, \$7 to \$8; sample, \$5 to \$6.

VACCINE FOR FOOT-AND-MOUTH

A vaccine 100 per cent successful in preventing foot-and-mouth disease is the claim of a group of Danish veterinary scientists, we read in the *Pastoral Re-*

view (Melbourne). "The group has been working for years at its station on the island of Lindholm. . . . The vaccine could be kept in stock for more than a year, a normal dose was only 5 c. c., and enough to treat 5,000,000 cattle could be produced at the station in a year. Cattle must be treated before they are infected with the disease, and immunity lasts a year or more."

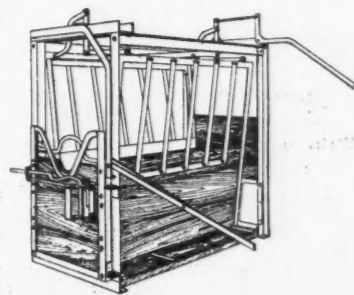
"WHAT PRICE FOREIGN TRADE?"

Just off the press is a booklet dealing with the reciprocal trade question. It supports the contention of most stockmen that the Reciprocal Trade Agreements Act should be allowed to expire or be drastically amended. "What Price Foreign Trade?" may be had upon request to the American National Live Stock Association, 515 Cooper Building, Denver, Colo. Those who got advance copies at the recent American National convention should ask for another. The one they received contained an error and should be destroyed.

STOCKYARD ASKS RATE REVISE

The question of stockyard charges at Denver has been reopened recently by the Secretary of Agriculture. In May, 1938, the United States Supreme Court upheld Secretary of Agriculture Henry A. Wallace's order of a year before which established the present rates at the Denver yards. Modification of these rates is now asked to include certain new and increased costs of operation, such as increased wages resulting from the wage-hour law, increased federal income taxes, a new state income tax, etc.

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A complete, modern chute for branding, vaccinating, dehorning, horn-branding, horn-weighting, blood-testing.

World's Best Cattle Machine
Portable Convenient

With sling and roller attachments. The perfect stocks for foot trimming, veterinary work, etc.

The Turner Dehorning Chute

Eagle Nest, New Mexico

LETTERS

FAIR YEAR

Nineteen thirty-nine turned out to be just a fair year in the Highland country in Texas. We had just enough spring and summer vegetation to get by with. Promising August rains stopped the middle of the month, and we got no more until too late to make more fall grass. We now have just enough grass to hold us. There is a fine season in the ground to help grow spring vegetation and keep bushes alive. We had a fine growing year, but, except in a few cases, our calves failed to put on many pounds. Cattle were lightened up last fall and again this fall—not so many on our ranges as in former times by 25 per cent. Many sheep have entered the area the past few years. One reason for this is that sheepmen offer more lease money per acre. Practically every animal for sale has been sold. Few yearlings will be found next year. Good prices and light rain again caused our ranchmen to

cull severely, but animals left are of much better breeding, uniformity, and type. We do not claim to have all the good cattle but we are trying to produce the best feeder-type animal on a large scale. Proof of this may be seen, we believe, in the fact that Highlands continue to repeat their winnings at the International. At the recent show, nineteen loads of Highlands passed the sifting committee and helped make up the forty-two loads shown. They won one first in the medium weight class, one second, one third, two fourth, two fifth and one sixth place. As these cattle came from a number of different herds, we feel that the showings made may be a fair test as to how well Highlands are keeping up with the progress of the qualifications of feeder cattle today. At our ninth annual feeder show and fair in October, some 2,500 calves and yearlings made average of \$51.77 for steer calves, \$62.33 for the yearling steers, and \$38.24 for the heifer calves. We have never tried to boost the prices at this sale, for we realize that, in order for a feeder to make money, he must buy

within reason. We have it understood before the sale that we expect fair prices only. Highland ranchmen received good prices this year for all classes of cattle and, while the weights could have been better, they are satisfied.—A. J. HOFFMAN, secretary, Highland Hereford Breeders' Association, Marfa, Tex.

DIFFICULTY

This country was visited by a severe drought this year. However, cattle did not suffer a lot, and brought good prices this fall. They were gathered into the fields early, where they had plenty of feed and water, and they are in better shape now than when they were rounded up. Sheep suffered some from short range feed and shortage of water. Many springs and water-holes failed. Things were terribly dry. Snow came the day before Christmas, and flurries have come ever since. The ground is covered with wet snow, and, as it has been too dry to freeze before this, it may do a lot of good yet. Drought made crops of all kinds short last year. Even where irrigation water was plentiful, there seemed to be something lacking. Nights were very cold all summer, and of course that added to the drawbacks. Loose hay has been selling for \$10 per ton in the stack. Many cattle and sheep have been moved to other localities for the winter, thus saving the local feed for early spring consumption.—MRS. CHARLES ELLIS, Difficulty, Wyo.

"WHERE TO BUY" ADVERTISING DEPARTMENT

Twenty-five cents a line, except display space. Normally seven words to a line. Display rates on request. Forms close 15th. Send copy to 515 Cooper Building, Denver, Colorado.

STEER HORNS FOR SALE. SEVEN FEET spread. Polished and mounted.
Lee Bertillion, Mineola, Texas

RANCHES, large or small, for sale, exchange, or lease, in Texas, New Mexico, Arizona, Wyoming, Montana, California, Canada, Central and South America, Africa, and islands of the sea. J. D. FREEMAN, Gunter Building, San Antonio, Texas.

CALIFORNIA COW RANCH FOR SALE. Capacity 1,500 cows. Completely equipped. Fenced into twenty-two pastures. Improvements A1. Weaners average every fall over 400 pounds. Sportsman's paradise. Railroad shipping corals on property. All-year pasture. Investigation of this outstanding property and condition of stock will verify value. Present price a sacrifice. E. Y. Himmelwright, 114 Sansome Street, San Francisco, Calif.

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1950 Curtis St., Denver, Colo.

INDIVIDUAL CALF PLAN

The VVV this year tried an individual "calf plan" method of paying dues. We spotted a calf last year and decided that what this fellow brought when we shipped him would go to the American National. So when we sold him in October, we put \$23.60 down as our annual payment to the national association. This may be something new in the "calf plan" method, and might be recommended to others. We had our first snow on December 23. Feed is abundant and so is grass on the range. There is some restocking in this section, but not much, as prices are too high.—ANDREW JOHNSTON, Alpha, N. D.

MILD WINTER

Grand Ronde Valley is having a very mild winter so far. Stock of all kinds is in very good condition. No snow is in valley at present. There is plenty of hay and grain for all stock.—CYRUS WILLIAMS, Union County, Ore.

DEEP SNOW

We have had the driest fall in years. Our first snow fell December 20. It is quite deep here now (January 10). Cattle are all in fine shape. There is plenty of feed.—ALONZO HANSON, Meagher County, Mont.

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